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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SHOWS CONTINUED GROWTH WITH 6.7% SALES INCREASE OVER OCTOBER 1987

October 1988 billings totaled $49.4 million, well above those for October 1987 which reached $46.3 million.

The year to date has remained well ahead of 1987. Through October 1988 billings are $472.7 million, up 11.2% over the total for this period in 1987 when commercial heat treaters recorded $425.1 million in sales.

Eight MTI districts topped their sales total for October 1987 and for 1987 taken as a whole.

A summary of percentage change by geographic regions follows:

	District	Oct 88 vs. Oct 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	-13.4	- 2.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.9	9.9
3	South Central (W.PA-OH-IN-KY)	6.1	10.0
4	Michigan	7.1	7.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	19.5	13.0
6	North Central (IL-WI-MN-MO-IA)	6.3	13.6
7	Pacific Coast (CA-AZ-ORE-WASH)	4.9	5.3
8	Southwest (TX-OK-AR-CO-LA-UT)	19.4	38.4
9	Canada	17.7	18.2

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1988

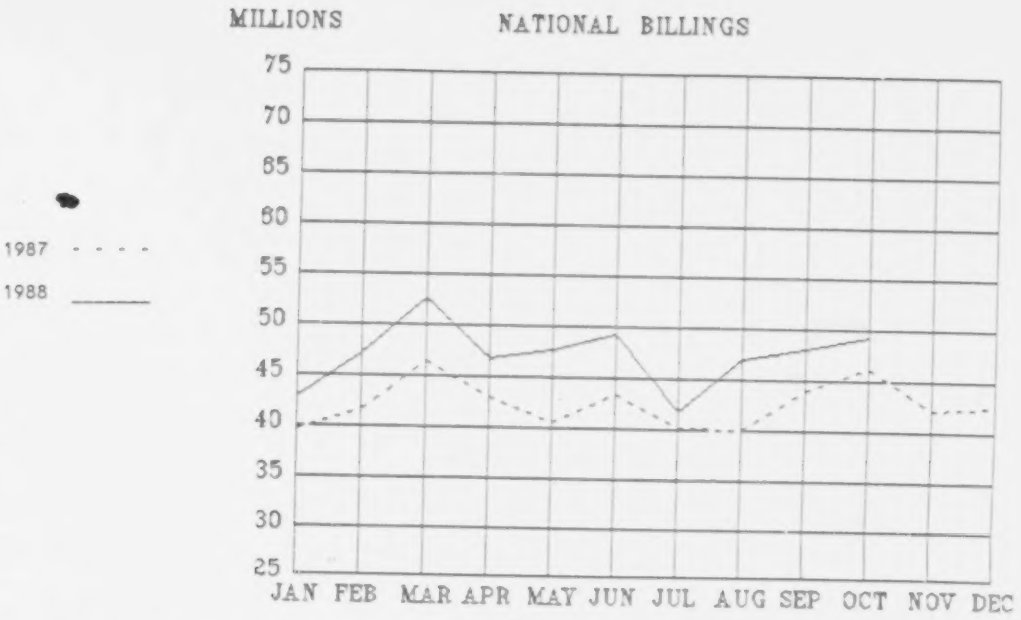
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	46291.8	49371.7	6.7	100.0	100.0
Dist. 1	21	3583.4	3102.9	-13.4	7.7	6.3
Dist. 2	42	4754.5	4798.3	0.9	10.3	9.7
Dist. 3	67	7907.9	8392.2	6.1	17.1	17.0
Dist. 4	34	6497.1	6955.6	7.1	14.0	14.1
Dist. 5	29	2372.8	2835.0	19.5	5.1	5.7
Dist. 6	52	8187.4	8701.8	6.3	17.7	17.6
Dist. 7	39	5852.1	6137.3	4.9	12.6	12.4
Dist. 8	27	2923.2	3490.7	19.4	6.3	7.1
Dist. 9	22	4213.4	4957.8	17.7	9.1	10.0
Foreign	10					

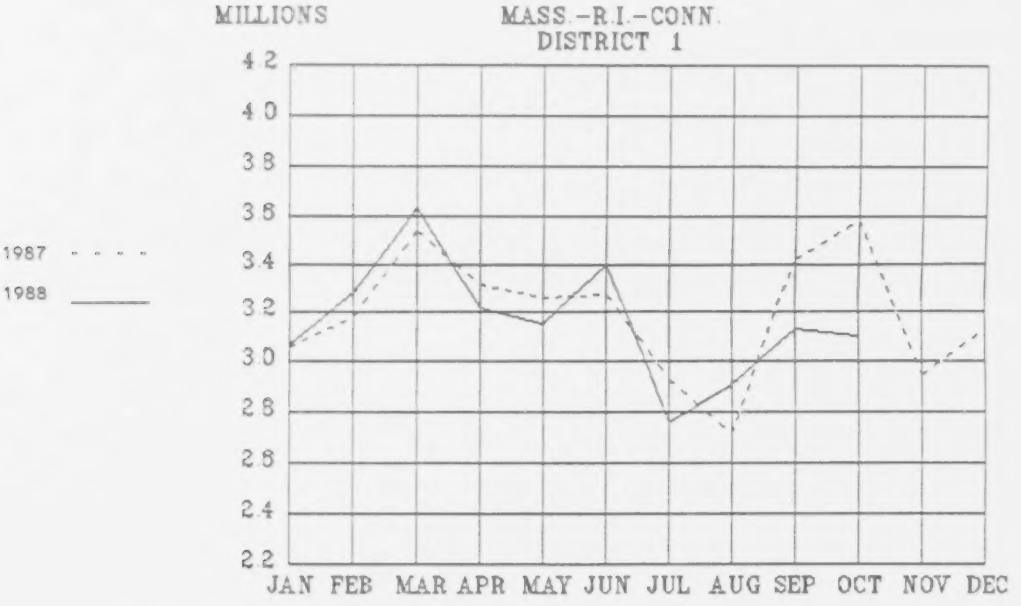
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	425124.6	472685.3	11.2	100.0	100.0
Dist. 1	32260.3	31630.6	- 2.0	7.6	6.7
Dist. 2	42654.3	46873.1	9.9	10.0	9.9
Dist. 3	73158.1	80480.2	10.0	17.2	17.0
Dist. 4	58404.9	62573.1	7.1	13.7	13.2
Dist. 5	23477.2	26526.7	13.0	5.5	5.6
Dist. 6	75710.5	85974.5	13.6	17.8	18.2
Dist. 7	57330.2	60357.7	5.3	13.5	12.8
Dist. 8	23899.5	33066.1	38.4	5.6	7.0
Dist. 9	38229.7	45202.9	18.2	9.0	9.6

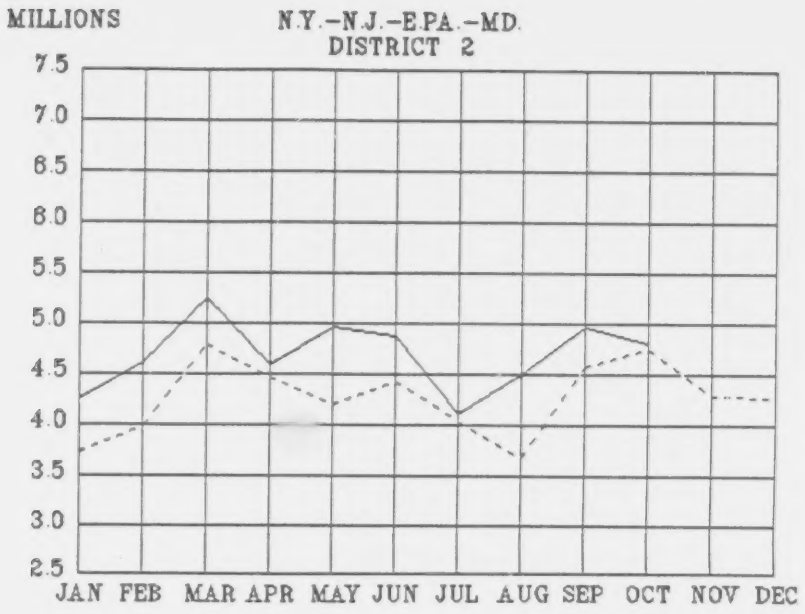
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



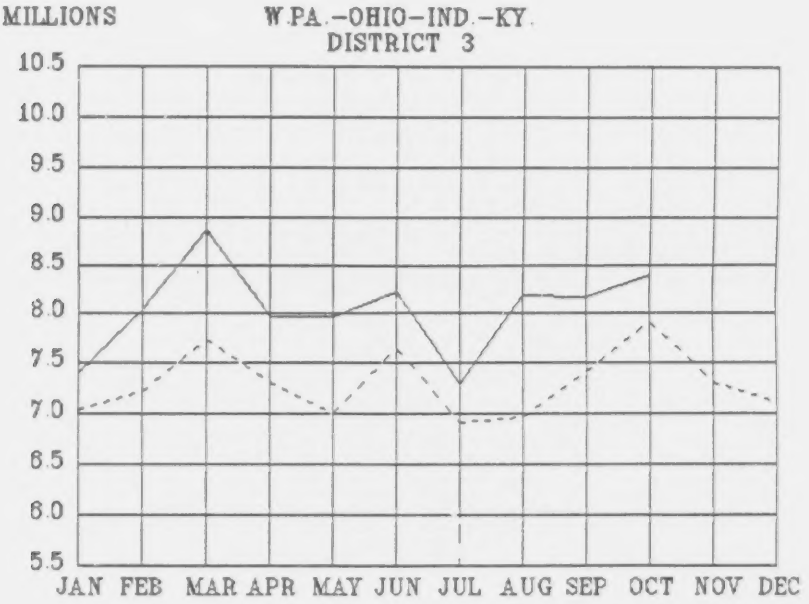
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	13.3	13.6	9.0	17.6	13.7	3.7	17.4	9.1	6.7		
% Change	Cumulative	8.3	10.8	11.8	11.1	12.4	12.6	11.4	12.1	11.7	11.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4		
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0		



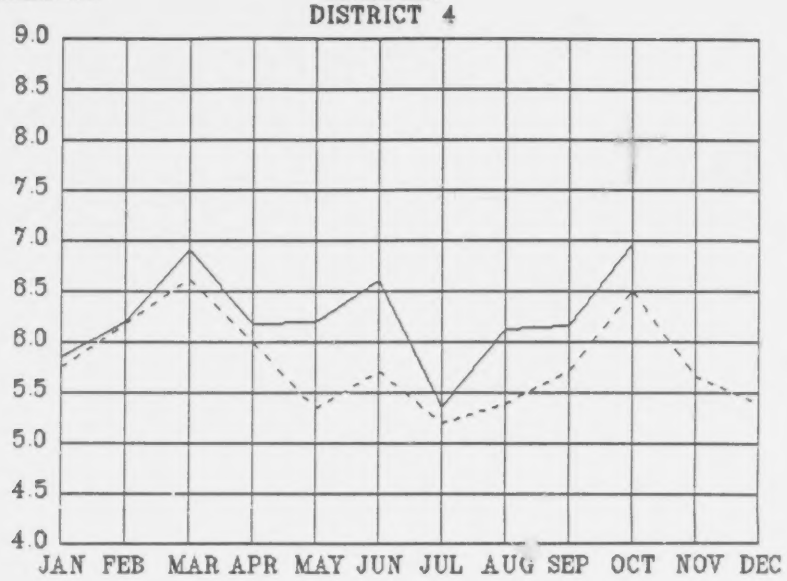
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9		
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5	17.2	10.0	6.1		
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6	10.5	10.5	10.0		

MILLIONS

MICHIGAN
DISTRICT 4



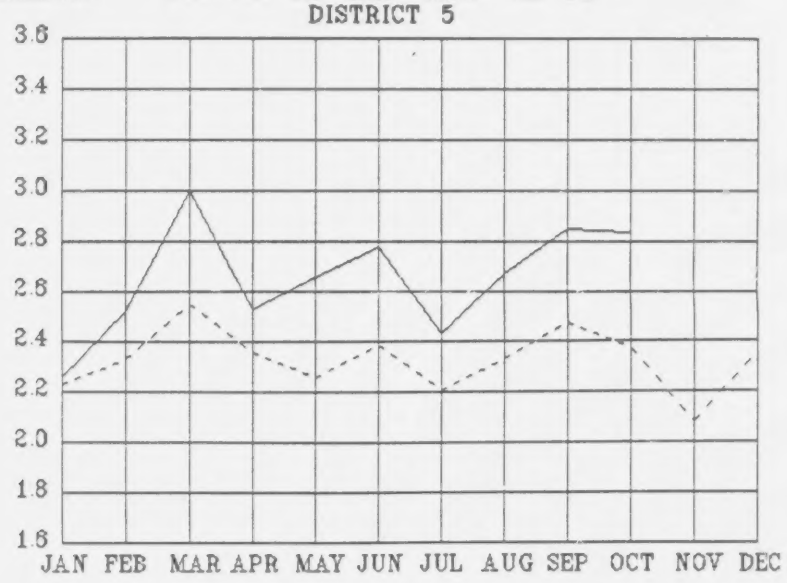
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	13.6	8.1	7.1		
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.0	7.1	7.1		

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



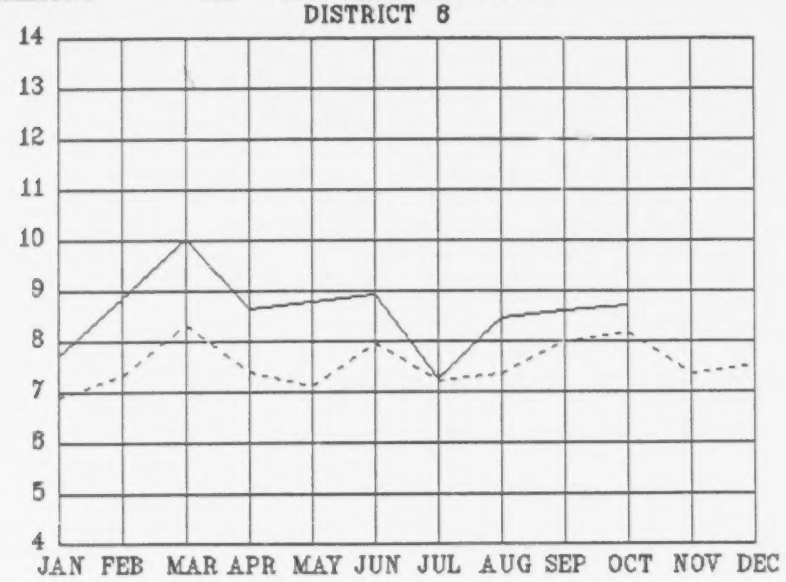
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5		
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0		

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



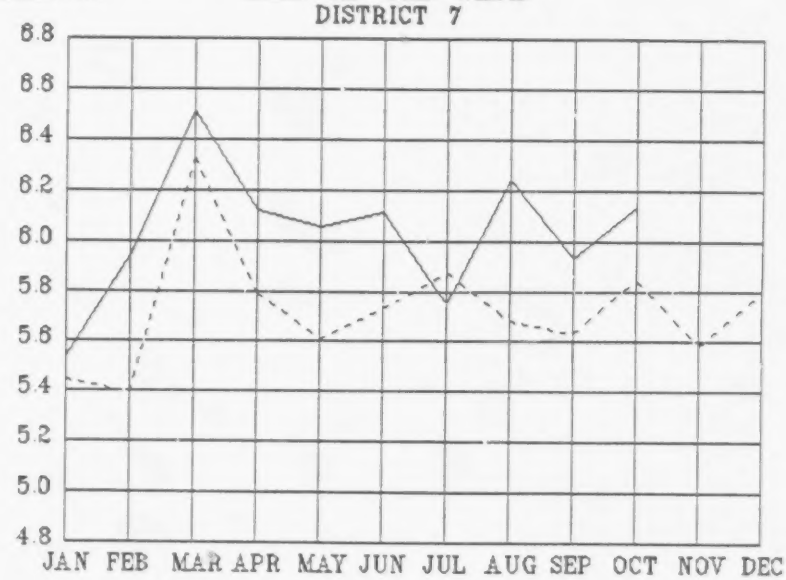
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.3		
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.6		

MILLIONS

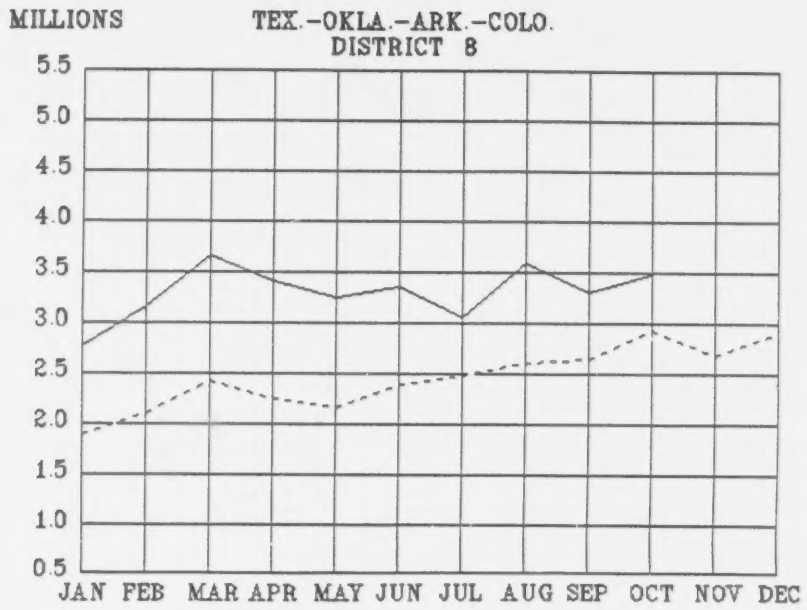
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



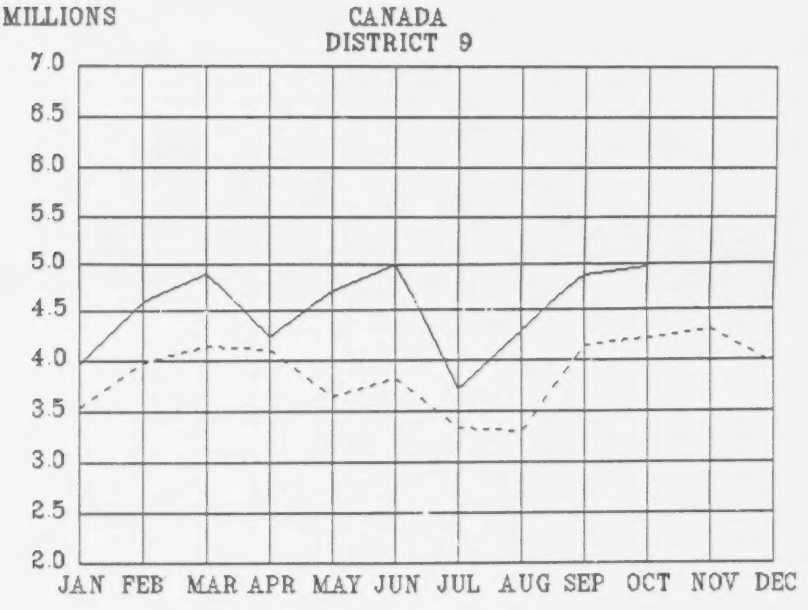
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.7	-2.3	10.0	5.5	4.9		
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.3		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	25.6	19.4		
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	41.0	38.4		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7		
% Change	Cumulative	12.2	13.8	15.3	12.1	15.3	17.9	17.0	18.4	18.3	18.2		

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METAL TREATING INDUSTRY SALES FOR NOVEMBER 1988 EXCEED NOVEMBER 1987 BY 13.2%

November 1988 billings amounted to $48.1 million, well above the previous November figure of $42.5 million.

For the year to date, Commercial Heat Treaters have posted $524.2 million in sales, up 11.3% over the same period in 1987 when sales totaled $470.7 million.

Eight MTI districts topped their previous November performance and their 1987 year-to-date total as well.

A summary of percentage change by geographic regions follows:

	District	Nov 88 vs. Nov 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 0.7	- 1.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.6	9.8
3	South Central (W.PA-OH-IN-KY)	10.4	9.7
4	Michigan	15.9	8.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	33.2	14.6
6	North Central (IL-WI-MN-MO-IA)	16.1	13.8
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	6.0
8	Southwest (TX-OK-AR-CO-LA-UT)	14.8	35.8
9	Canada	17.1	18.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1988

BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	42516.0	48138.4	13.2	100.0	100.0
Dist. 1	21	2945.7	2925.3	- 0.7	6.9	6.1
Dist. 2	42	4288.0	4657.7	8.6	10.1	9.7
Dist. 3	67	7604.1	8398.6	10.4	17.9	17.4
Dist. 4	34	5662.4	6564.0	15.9	13.3	13.6
Dist. 5	29	2080.1	2771.4	33.2	4.9	5.8
Dist. 6	52	7371.3	8561.0	16.1	17.3	17.8
Dist. 7	39	5575.8	6140.2	10.1	13.1	12.8
Dist. 8	27	2681.0	3076.6	14.8	6.3	6.4
Dist. 9	22	4307.5	5043.6	17.1	10.1	10.5
Foreign	10					

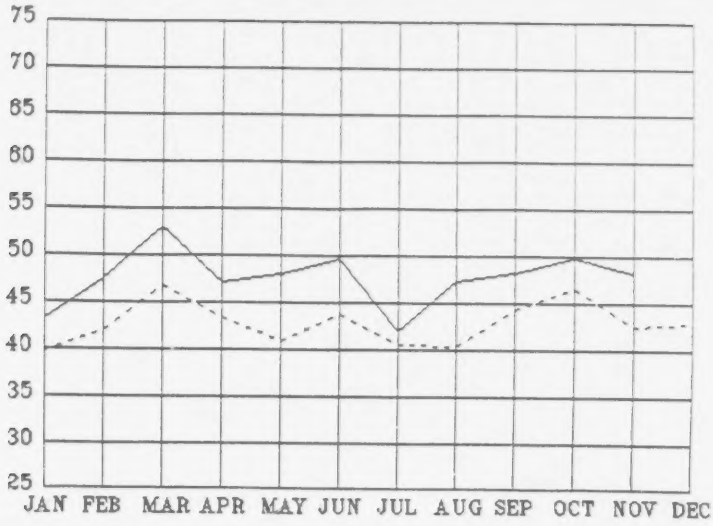
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	470730.3	524155.4	11.3	100.0	100.0
Dist. 1	35206.0	34555.9	- 1.8	7.5	6.6
Dist. 2	46942.3	51530.8	9.8	10.0	9.8
Dist. 3	83851.8	91968.4	9.7	17.8	17.5
Dist. 4	64067.4	69229.1	8.1	13.6	13.2
Dist. 5	25557.3	29298.2	14.6	5.4	5.6
Dist. 6	83081.9	94529.0	13.8	17.6	18.0
Dist. 7	62906.1	66682.9	6.0	13.4	12.7
Dist. 8	26580.5	36103.1	35.8	5.6	6.9
Dist. 9	42537.2	50257.6	18.1	9.0	9.6

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88

MILLIONS

NATIONAL BILLINGS



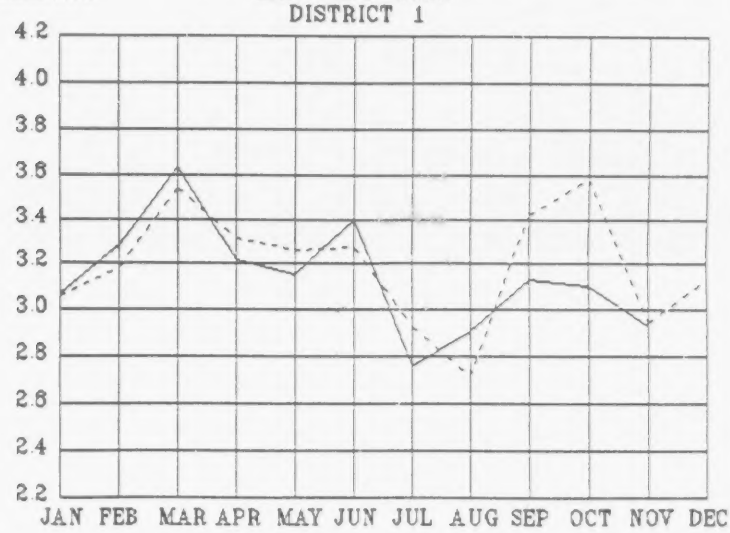
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.2	13.2	13.5	8.9	17.5	13.6	3.6	17.4	8.9	7.1	13.2	
% Change	Cumulative	8.2	10.8	11.8	11.0	12.3	12.5	11.3	12.0	11.7	11.2	11.3	

MILLIONS

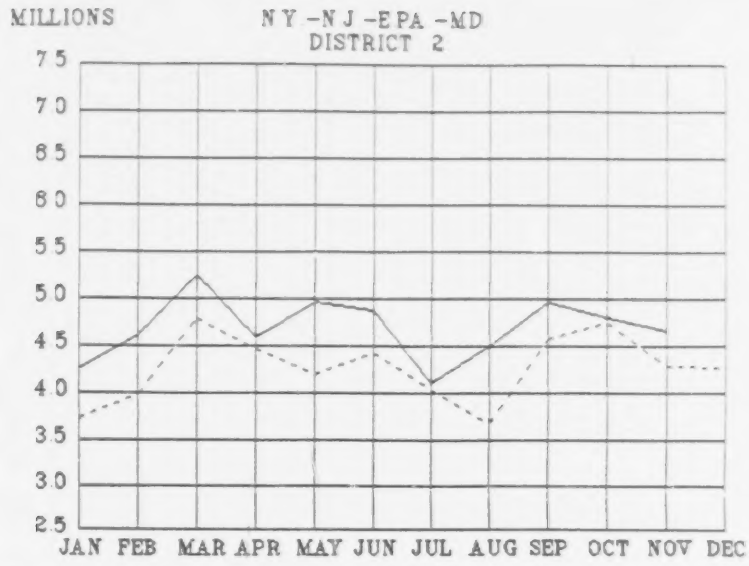
MASS.-R.I.-CONN. DISTRICT 1



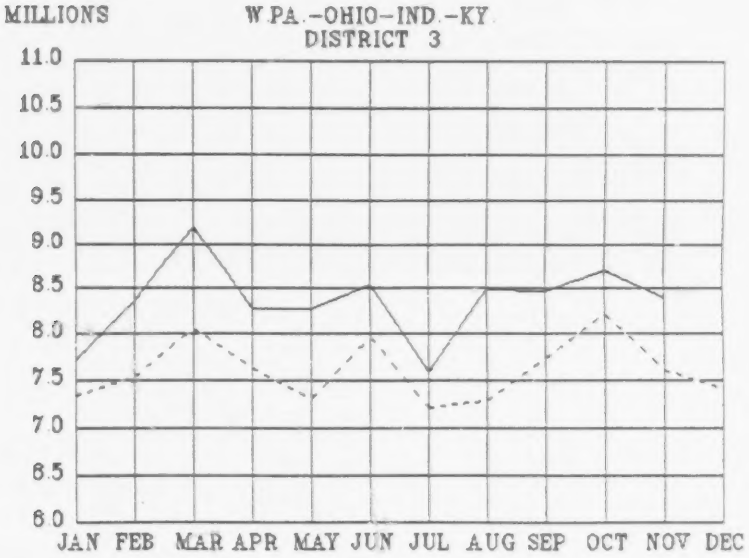
1987 - - - -

1988 _____

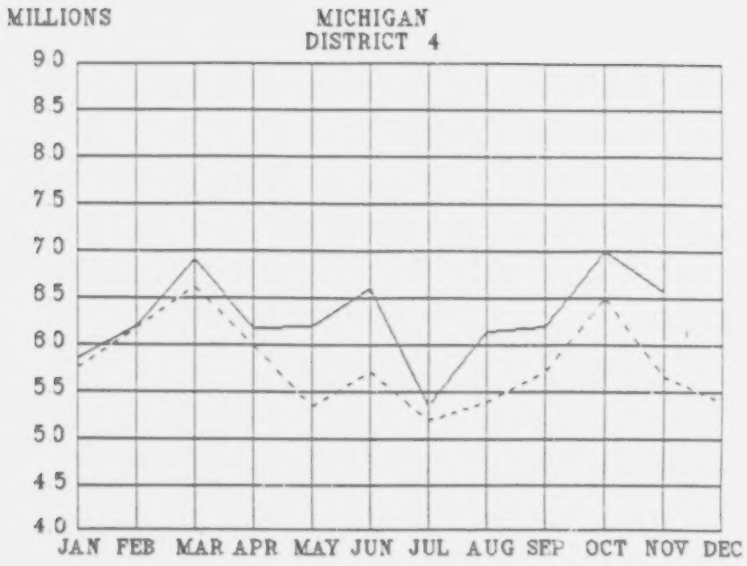
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4	-0.7	
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0	-1.8	



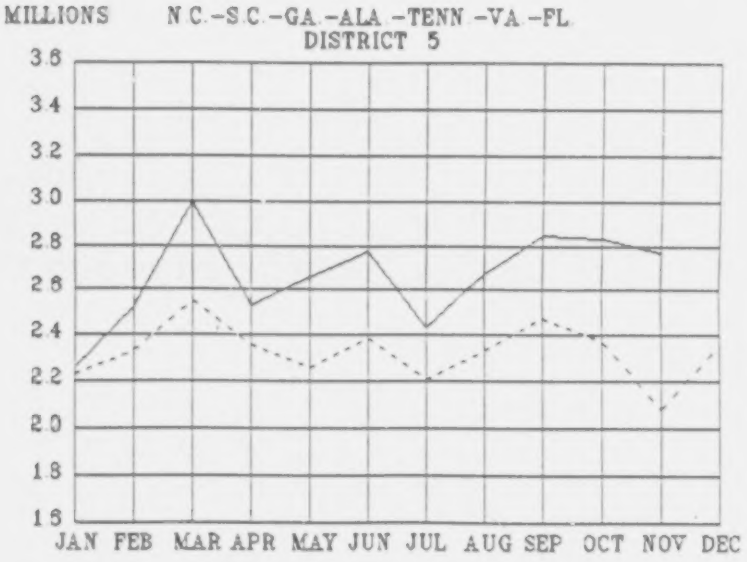
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9	8.6	
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9	9.8	



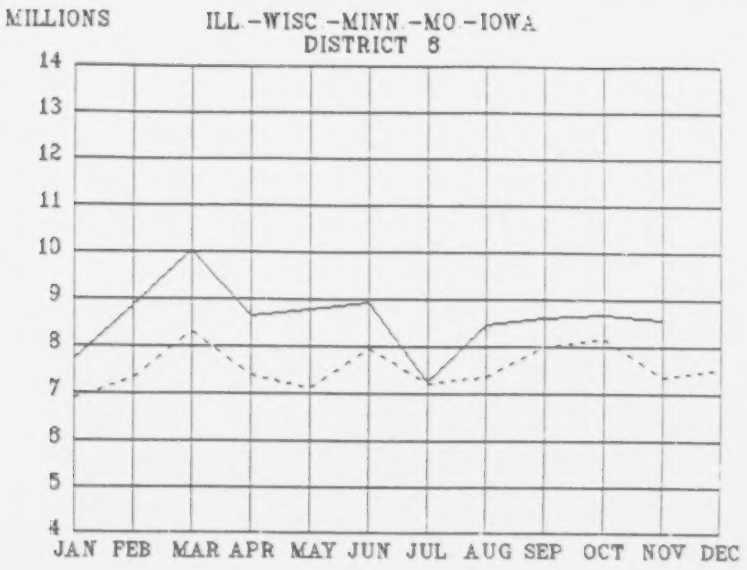
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.0	10.9	14.1	8.5	13.1	7.2	5.2	16.5	9.6	5.9	10.4	
% Change	Cumulative	5.0	8.0	10.2	9.8	10.4	9.9	9.2	10.1	10.1	9.6	9.7	



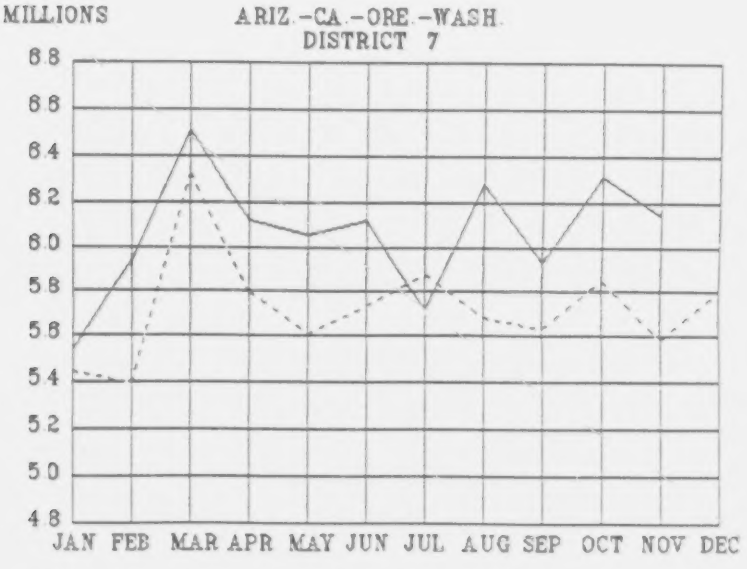
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	14.0	8.6	7.7	15.9	
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.1	7.2	7.3	8.1	



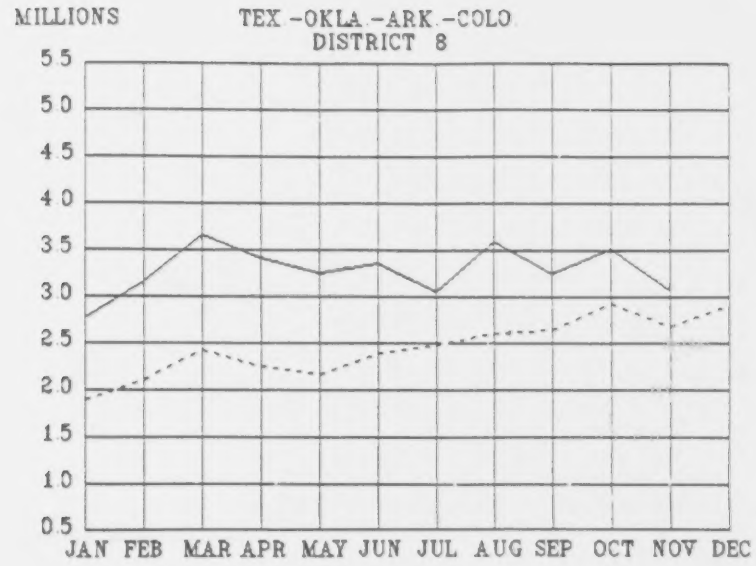
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5	33.2	
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0	14.6	



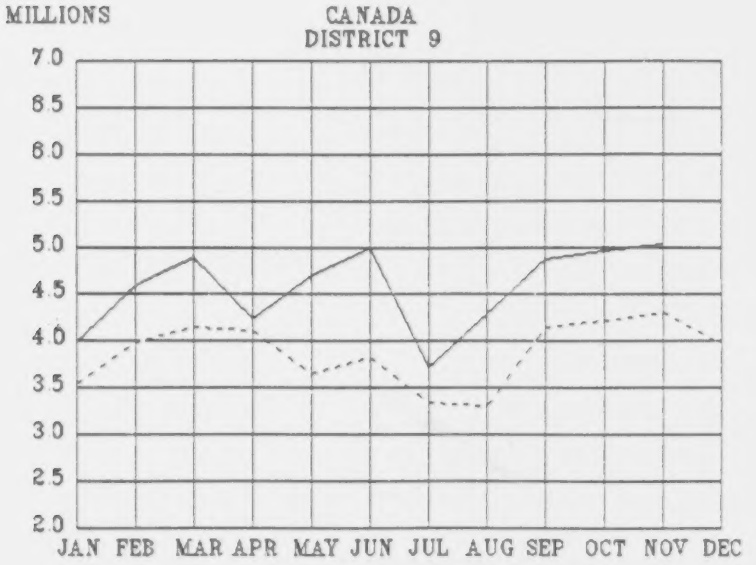
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.2	16.1	
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.5	13.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.8	-2.8	10.7	5.5	7.9	10.1	
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.6	6.0	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	23.4	20.1	14.8	
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	40.7	38.2	35.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7	17.1	
% Change	Cumulative	12.6	13.9	15.4	12.2	15.3	17.9	17.0	18.4	18.3	18.3	18.1	

A6376-1
2/1/89

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES PERFORMANCE FOR 1988 EXCEEDS 1987 BY 11%

For all of 1988, billings for the industry totaled $563.8 million, well above the 1987 figure of $507.8 million.

December 1988 recorded a 7.8% increase in sales over December 1987. December's total amounted to $45.6 million compared to $42.3 million in 1987.

Six MTI districts topped their previous December performance. All but one district improved for the year.

A summary of percentage change by geographic regions follows:

	District	Dec 88 vs. Dec 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 9.3	- 2.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.6	9.6
3	South Central (W.PA-OH-IN-KY)	23.2	10.6
4	Michigan	12.8	8.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.9	14.1
6	North Central (IL-WI-MN-MO-IA)	10.6	13.5
7	Pacific Coast (CA-AZ-ORE-WASH)	1.5	5.6
8	Southwest (TX-OK-AR-CO-LA-UT)	- 5.0	31.6
9	Canada	- 0.2	16.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1988

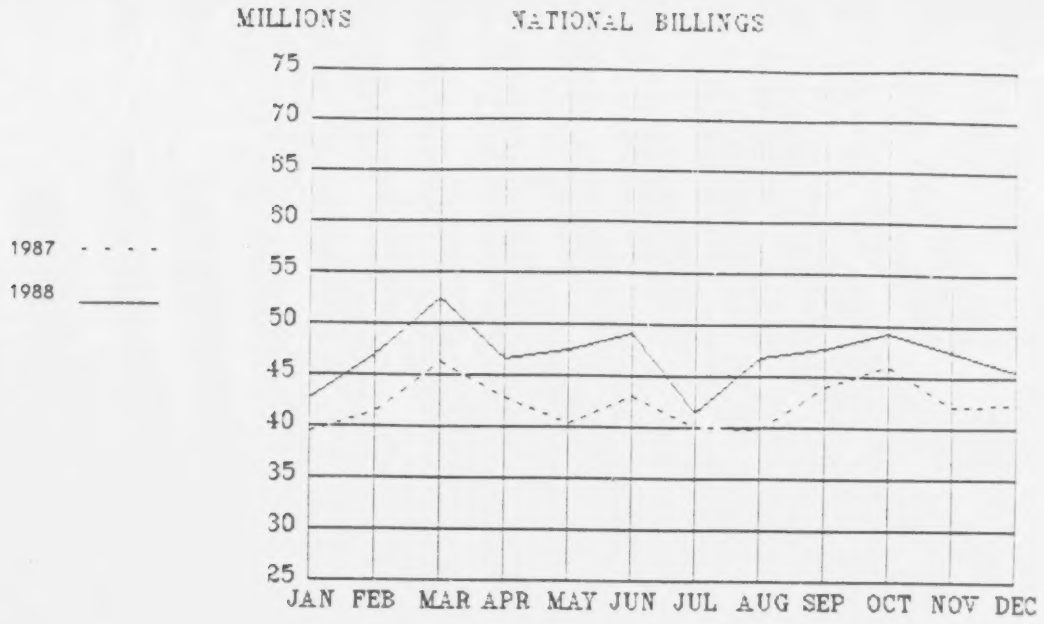
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	42326.3	45614.2	7.8	100.0	100.0
Dist. 1	21	3125.4	2833.2	- 9.3	7.4	6.2
Dist. 2	42	4272.7	4599.5	7.6	10.1	10.1
Dist. 3	67	6971.3	8588.7	23.2	16.5	18.8
Dist. 4	34	5393.7	6085.7	12.8	12.7	13.3
Dist. 5	29	2357.5	2566.3	8.9	5.6	5.6
Dist. 6	52	7534.3	8336.6	10.6	17.8	18.3
Dist. 7	39	5791.8	5878.2	1.5	13.7	12.9
Dist. 8	27	2915.5	2769.6	- 5.0	6.9	6.1
Dist. 9	22	3964.3	3956.4	- 0.2	9.4	8.7
Foreign	10					

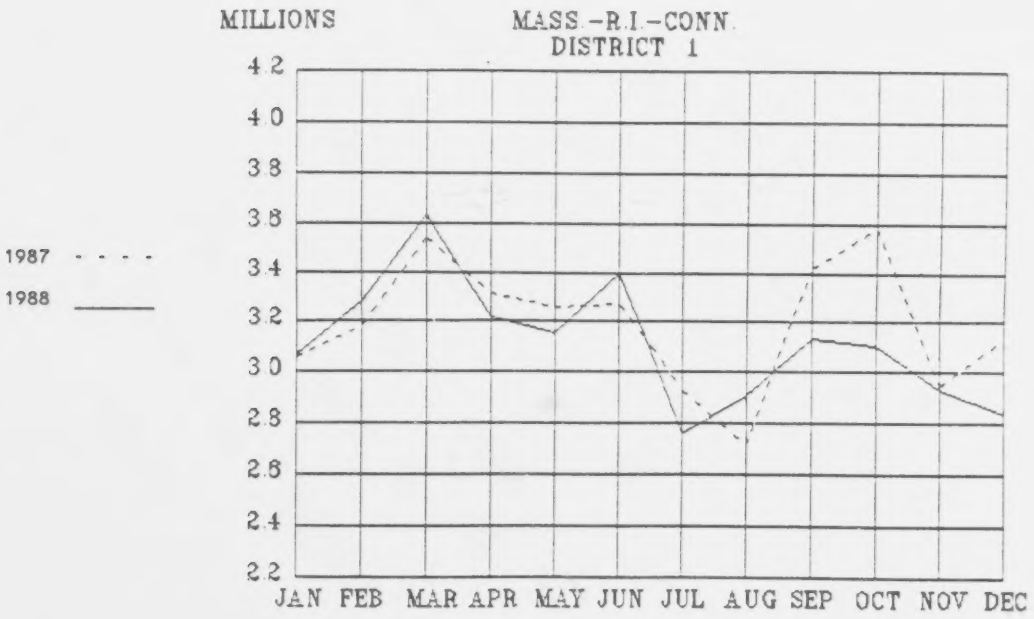
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	507843.0	563805.1	11.0	100.0	100.0
Dist. 1	38331.4	37389.2	- 2.5	7.5	6.6
Dist. 2	51215.0	56132.9	9.6	10.1	10.0
Dist. 3	85609.7	94691.9	10.6	16.9	16.8
Dist. 4	69461.0	75314.8	8.4	13.7	13.4
Dist. 5	27914.8	31864.4	14.1	5.5	5.7
Dist. 6	90616.1	102865.7	13.5	17.8	18.2
Dist. 7	68697.9	72524.1	5.6	13.5	12.9
Dist. 8	29496.0	38808.0	31.6	5.8	6.9
Dist. 9	46501.5	54214.1	16.6	9.2	9.6

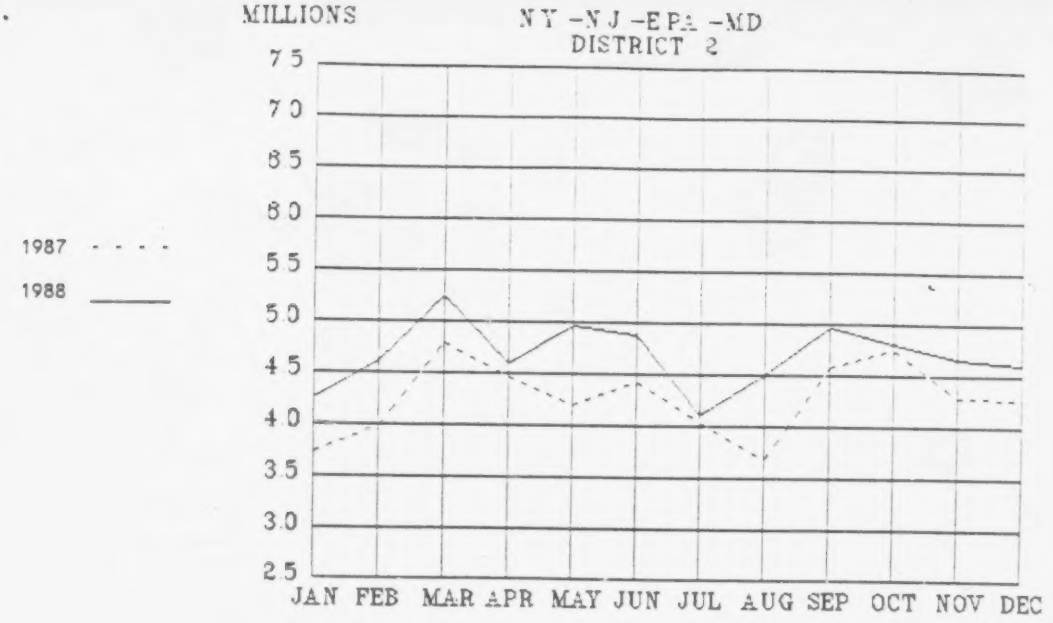
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



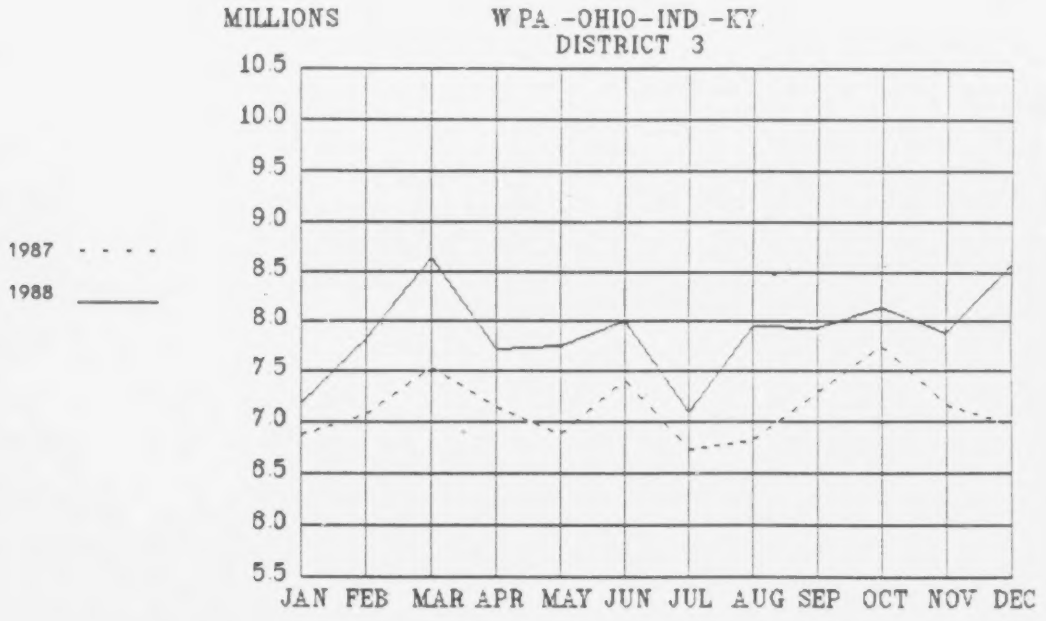
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.2	13.1	13.6	8.8	17.5	13.8	3.6	17.4	8.8	7.0	12.9	7.8
% Change	Cumulative	8.2	10.7	11.8	11.0	12.3	12.5	11.3	12.0	11.7	11.2	11.3	11.0



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4	-0.7	-9.3
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0	-1.8	-2.5



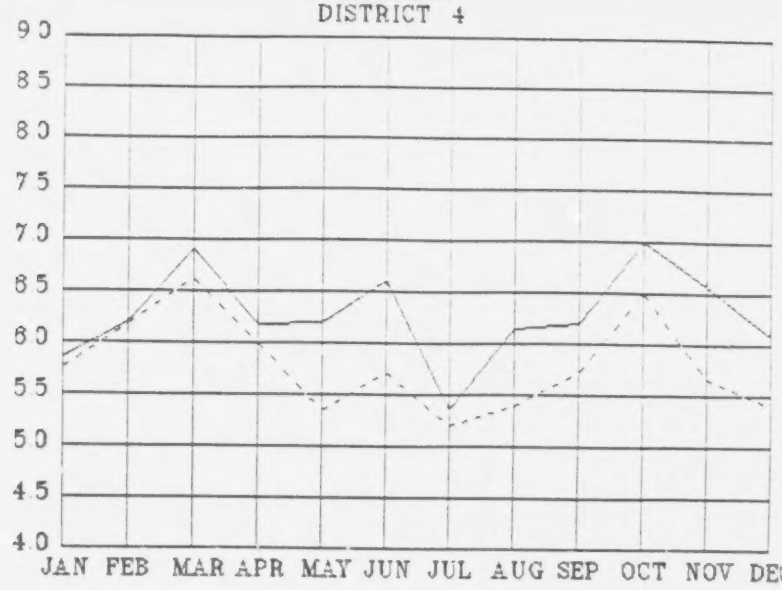
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9	8.7	7.6
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9	9.8	9.6



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.6	10.6	14.7	8.0	12.8	7.9	5.5	16.6	8.9	5.1	9.9	23.2
% Change	Cumulative	4.6	7.6	10.1	9.6	10.2	9.8	9.2	10.1	10.0	9.5	9.5	10.6

MILLIONS

MICHIGAN
DISTRICT 4



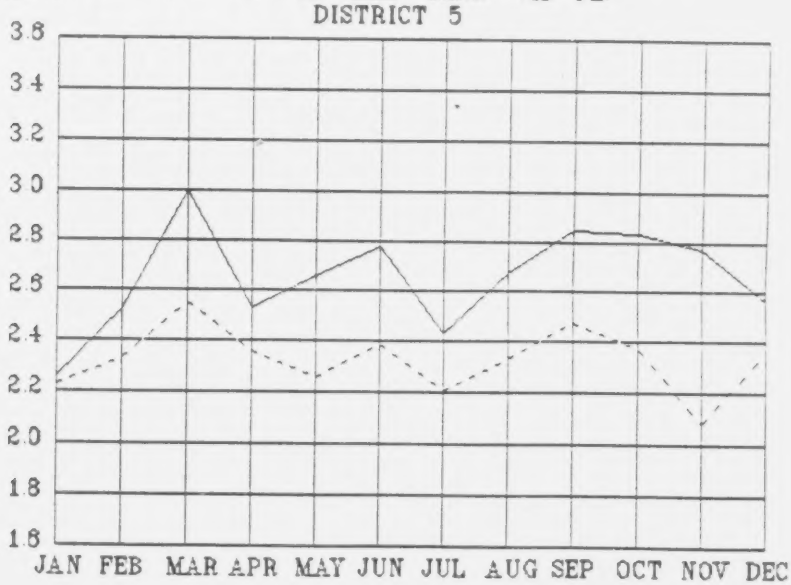
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	14.0	8.6	7.7	15.9	12.8
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.1	7.2	7.3	8.1	8.4

MILLIONS

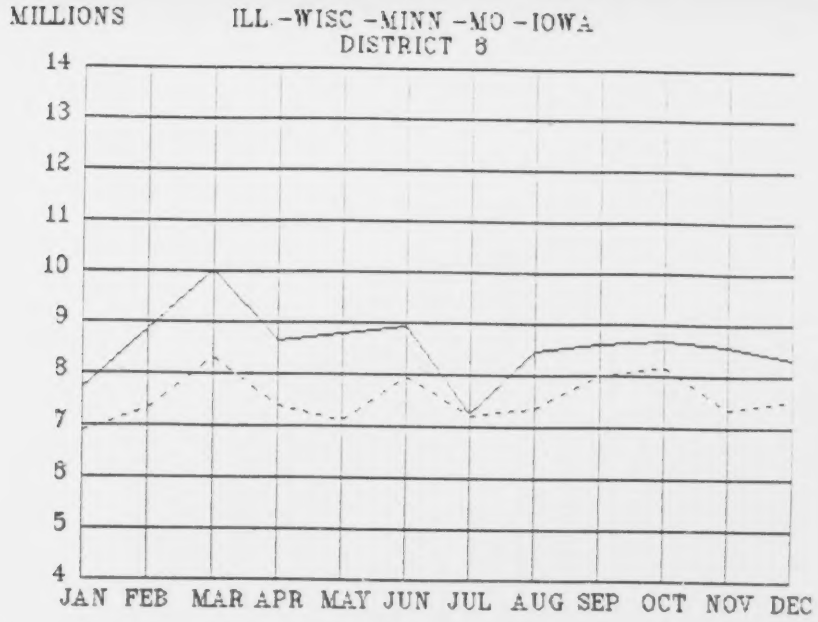
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



1987 - - - -

1988 ———

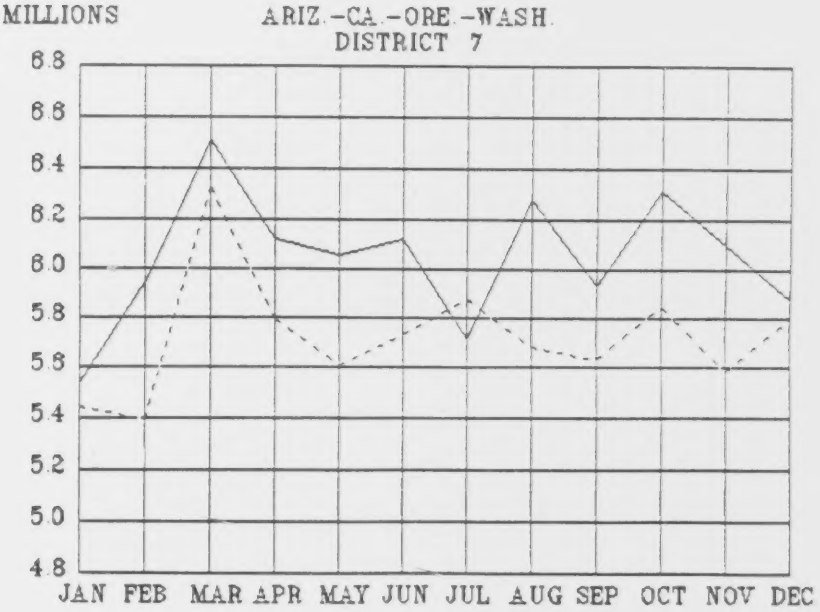
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5	33.2	8.9
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0	14.6	14.1



1987 - - - -

1988 ———

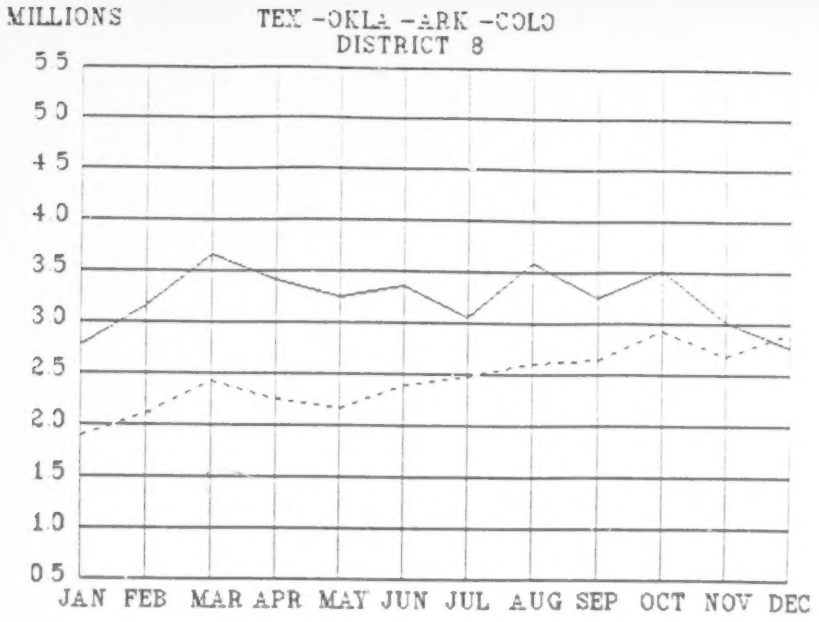
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.2	16.1	10.6
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.5	13.8	13.5



1987 - - - -

1988 ———

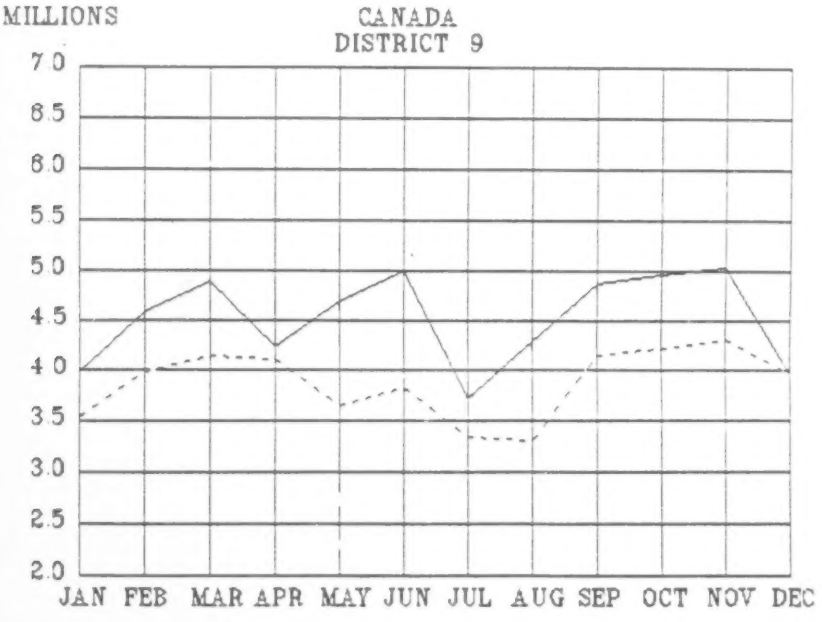
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.8	-2.8	10.7	5.5	7.9	9.5	1.5
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.6	5.9	5.6



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	23.4	20.1	12.3	- 5.0
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	40.7	38.2	35.6	31.6



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7	17.1	- 0.2
% Change	Cumulative	12.6	13.9	15.4	12.2	15.3	17.9	17.0	18.4	18.3	18.3	18.1	16.6

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3/7/89

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
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JANUARY 1989 BILLINGS FOR METAL TREATERS OUTPACE JANUARY 1988 BY 14.5%

January 1989 sales reached $48.7 million, substantially above the January 1988 figure of $42.6 million.

Commercial Heat Treaters' performance in January topped the previous month by 7.4%.

All nine MTI districts topped their January 1988 sales total.

A summary of percentage change by geographic regions follows:

	District	Jan 89 vs. Jan 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	3.2	3.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	16.7	16.7
3	South Central (W.PA-OH-IN-KY)	15.4	15.4
4	Michigan	19.1	19.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	23.1	23.1
6	North Central (IL-WI-MN-MO-IA)	12.5	12.5
7	Pacific Coast (CA-AZ-ORE-WASH)	9.2	9.2
8	Southwest (TX-OK-AR-CO-LA-UT)	13.7	13.7
9	Canada	19.9	19.9

A6376-1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1989

BILLINGS FOR MONTH

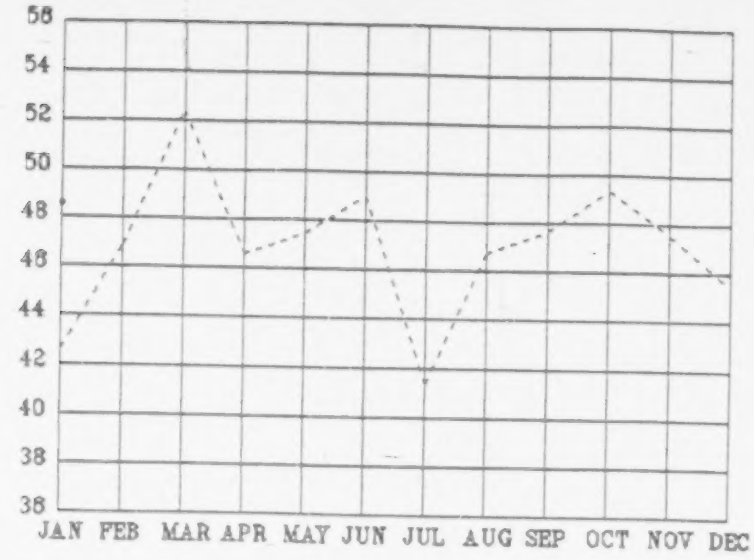
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	42551.5	48742.5	14.5	100.0	100.0
Dist. 1	16	3067.2	3164.0	3.2	7.2	6.5
Dist. 2	26	4165.1	4862.7	16.7	9.8	10.0
Dist. 3	39	7184.9	8289.2	15.4	16.9	17.0
Dist. 4	24	5851.9	6971.8	19.1	13.8	14.3
Dist. 5	17	2258.9	2780.6	23.1	5.3	5.7
Dist. 6	32	7726.2	8690.4	12.5	18.2	17.8
Dist. 7	26	5539.0	6050.9	9.2	13.0	12.4
Dist. 8	19	2775.5	3156.9	13.7	6.5	6.5
Dist. 9	15	3982.8	4776.1	19.9	9.4	9.8
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	42551.5	48742.5	14.5	100.0	100.0
Dist. 1	3067.2	3164.0	3.2	7.2	6.5
Dist. 2	4165.1	4862.7	16.7	9.8	10.0
Dist. 3	7184.9	8289.2	15.4	16.9	17.0
Dist. 4	5851.9	6971.8	19.1	13.8	14.3
Dist. 5	2258.9	2780.6	23.1	5.3	5.7
Dist. 6	7726.2	8690.4	12.5	18.2	17.8
Dist. 7	5539.0	6050.9	9.2	13.0	12.4
Dist. 8	2775.5	3156.9	13.7	6.5	6.5
Dist. 9	3982.8	4776.1	19.9	9.4	9.8

NOTE: For the graphs on the following pages JANUARY is represented as a "dot" on the far left vertical axis.

MILLIONS — NATIONAL BILLINGS

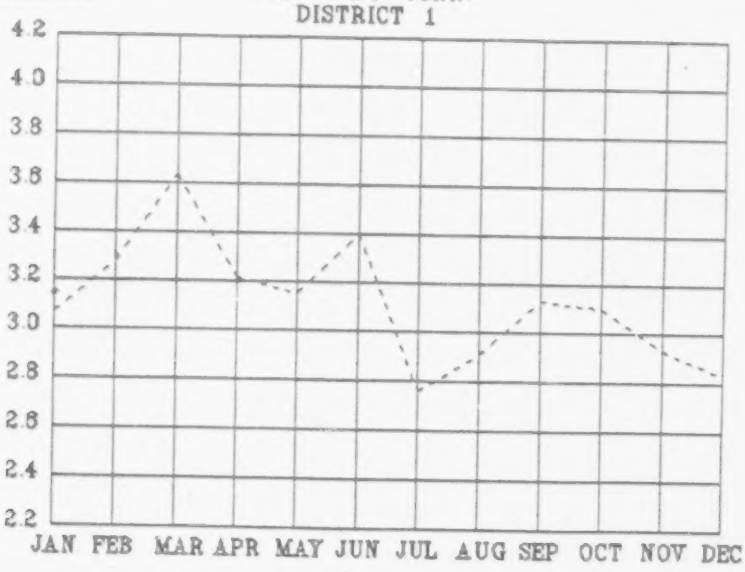


1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.5											
% Change	Cumulative	14.5											

MILLIONS — MASS.-R.I.-CONN. DISTRICT 1



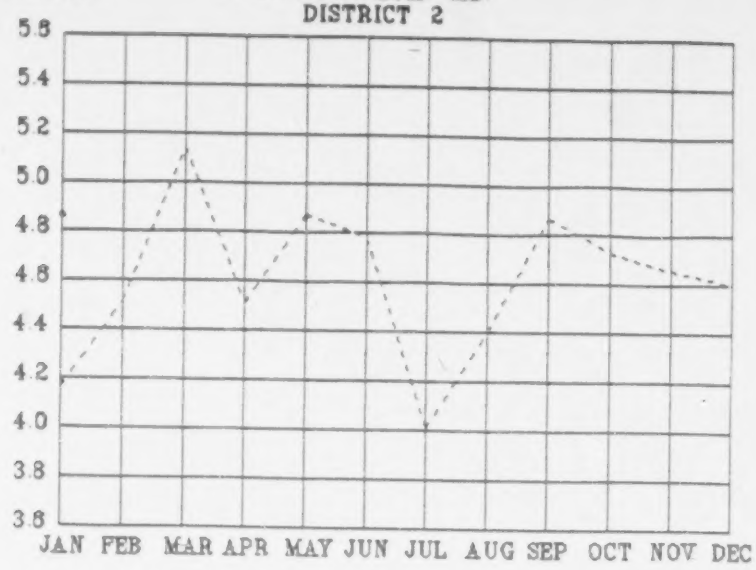
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2											
% Change	Cumulative	3.2											

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



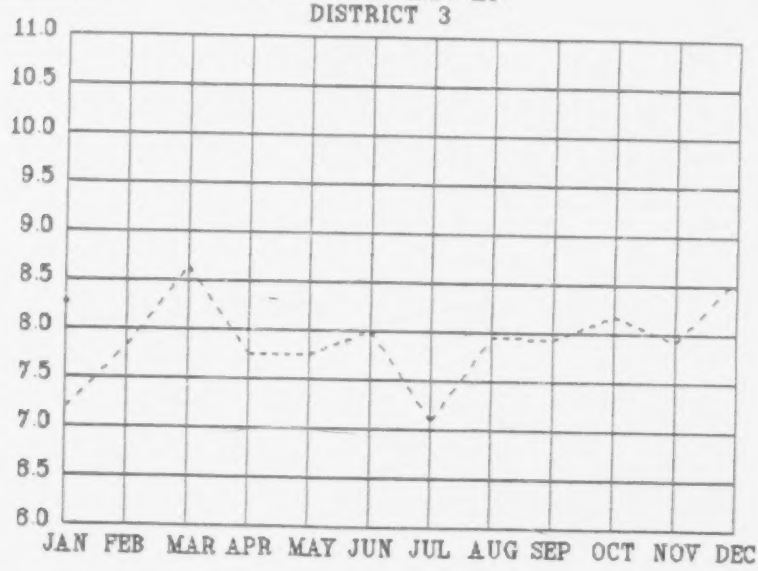
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7											
% Change	Cumulative	16.7											

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



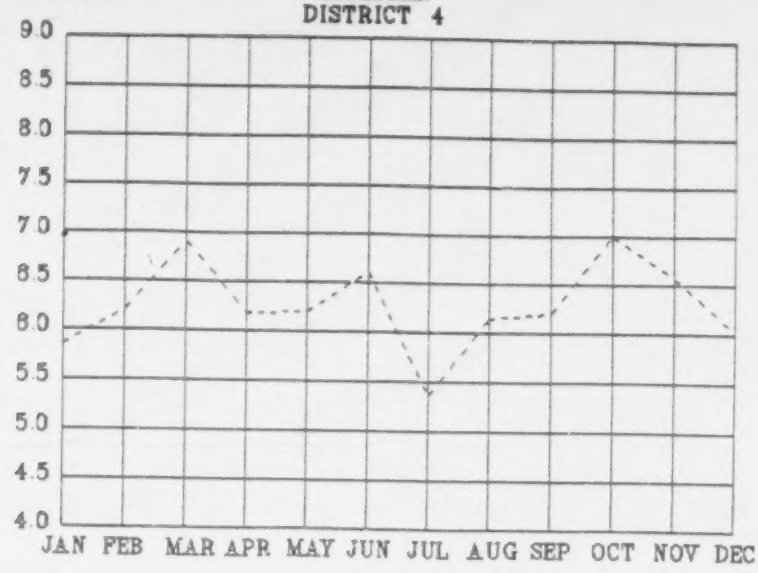
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.4											
% Change	Cumulative	15.4											

MILLIONS

MICHIGAN
DISTRICT 4



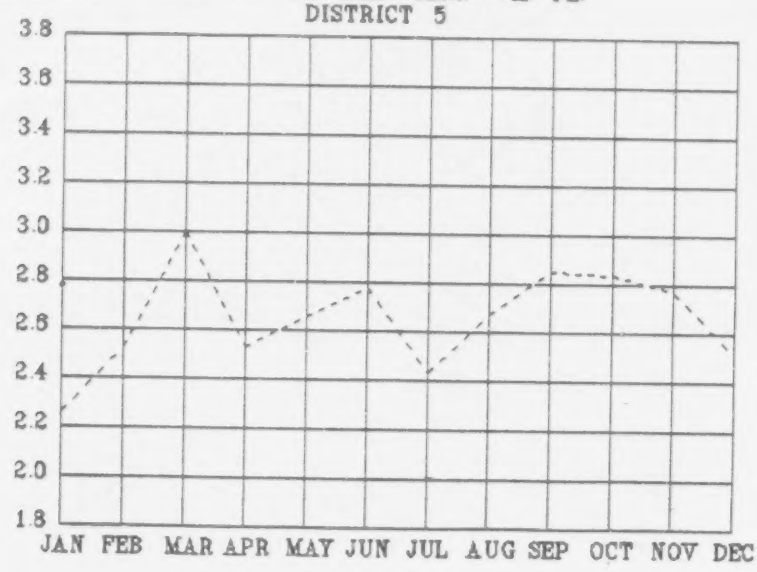
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1											
% Change	Cumulative	19.1											

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

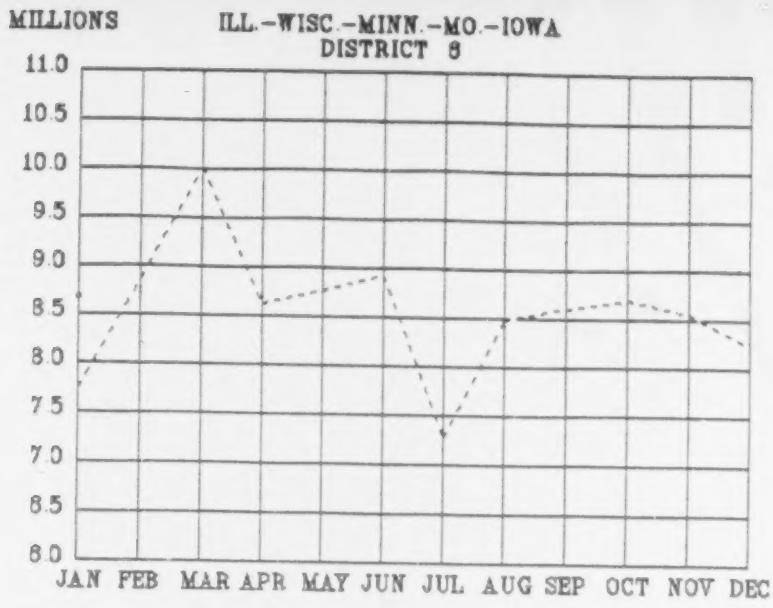
DISTRICT 5



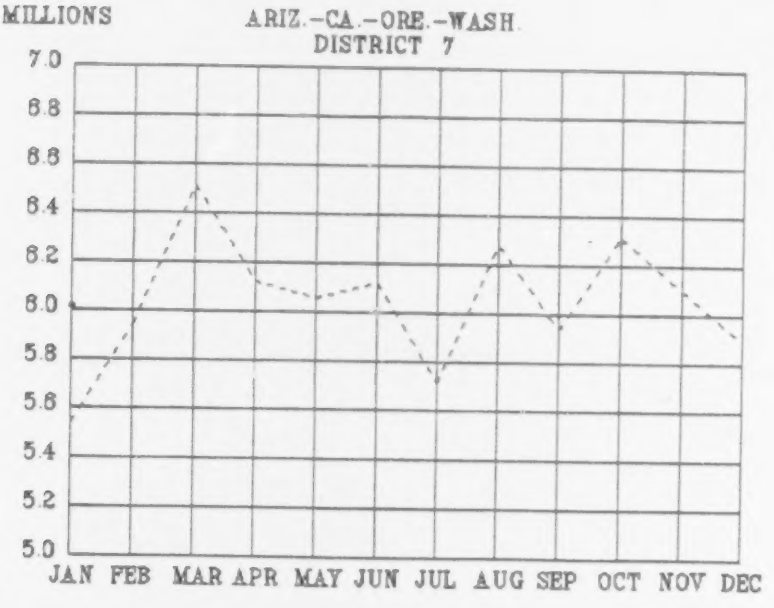
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.1											
% Change	Cumulative	23.1											



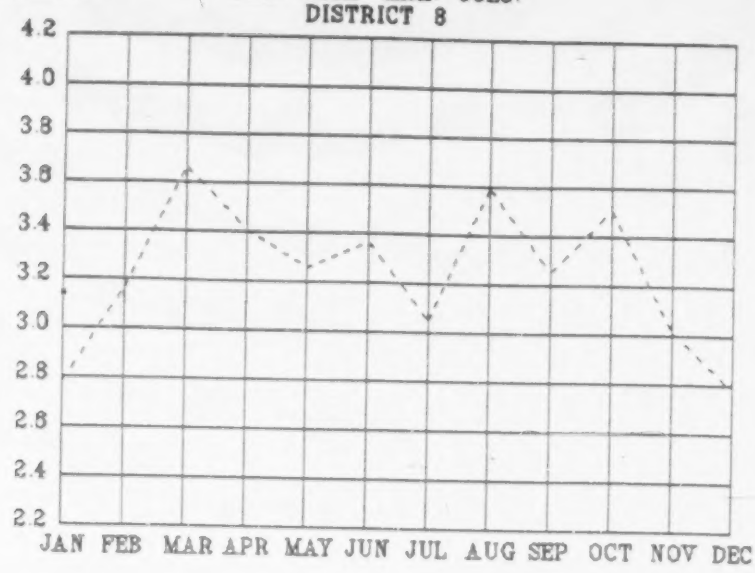
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.5											
% Change	Cumulative	12.5											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.2											
% Change	Cumulative	9.2											

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



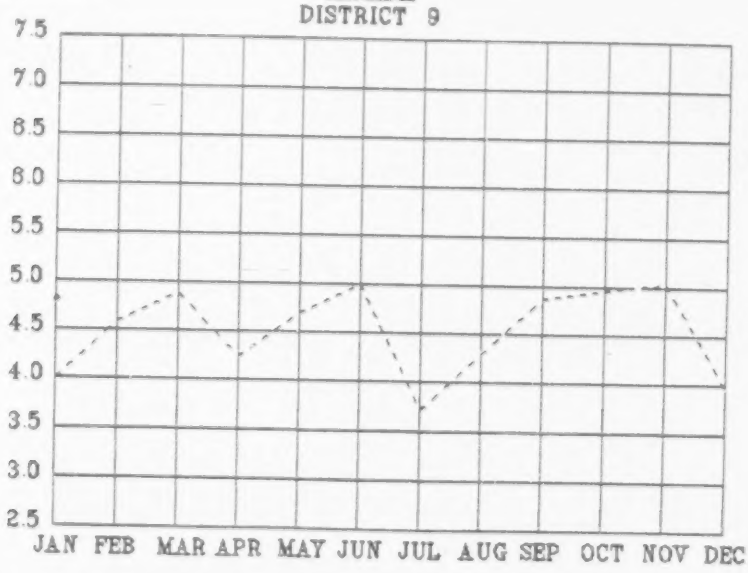
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7											
% Change	Cumulative	13.7											

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9											
% Change	Cumulative	19.9											

AG376-1
4/4/89

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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FEBRUARY 1989 SALES FOR COMMERCIAL HEAT TREATERS ABOVE FEBRUARY 1988 BY 2.2%

February 1989 billings totaled $47.7 million compared to the February 1988 figure of $46.7 million.

For the first two months of 1989 the Metal Treating Industry's sales amounted to $96.5 million, up 8.2% over the same period in 1988 when sales reached $89.1 million.

Six MTI districts outpaced their February 1988 sales total. Eight of the nine districts outdid the first two months of 1988.

A summary of percentage change by geographic regions follows:

	District	Feb 89 vs. Feb 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 6.3	- 1.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.8	10.3
3	South Central (W.PA-OH-IN-KY)	7.2	11.7
4	Michigan	3.3	11.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	13.0	17.8
6	North Central (IL-WI-MN-MO-IA)	1.2	6.3
7	Pacific Coast (CA-AZ-ORE-WASH)	0.8	4.7
8	Southwest (TX-OK-AR-CO-LA-UT)	- 3.1	5.9
9	Canada	- 2.7	7.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1989

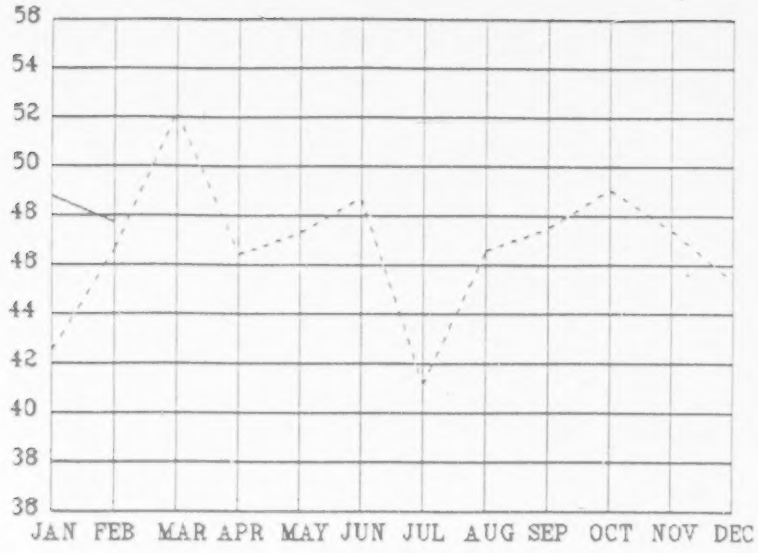
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	46669.2	47713.6	2.2	100.0	100.0
Dist. 1	16	3276.7	3069.8	- 6.3	7.0	6.4
Dist. 2	26	4512.4	4728.5	4.8	9.7	9.9
Dist. 3	39	7816.8	8378.6	7.2	16.7	17.6
Dist. 4	24	6200.1	6405.1	3.3	13.3	13.4
Dist. 5	17	2518.7	2847.4	13.0	5.4	6.0
Dist. 6	33	9003.5	9108.8	1.2	19.3	19.1
Dist. 7	26	5946.4	5991.1	0.8	12.7	12.6
Dist. 8	18	2811.6	2725.5	- 3.1	6.0	5.7
Dist. 9	15	4583.0	4458.9	- 2.7	9.8	9.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	89133.7	96479.3	8.2	100.0	100.0
Dist. 1	6343.9	6273.0	- 1.1	7.1	6.5
Dist. 2	8677.5	9571.3	10.3	9.7	9.9
Dist. 3	15001.8	16760.6	11.7	16.8	17.4
Dist. 4	12052.0	13376.9	11.0	13.5	13.9
Dist. 5	4777.6	5628.0	17.8	5.4	5.8
Dist. 6	16877.3	17946.8	6.3	18.9	18.6
Dist. 7	11485.3	12020.7	4.7	12.9	12.5
Dist. 8	5352.6	5667.0	5.9	6.0	5.9
Dist. 9	8565.8	9235.0	7.8	9.6	9.6

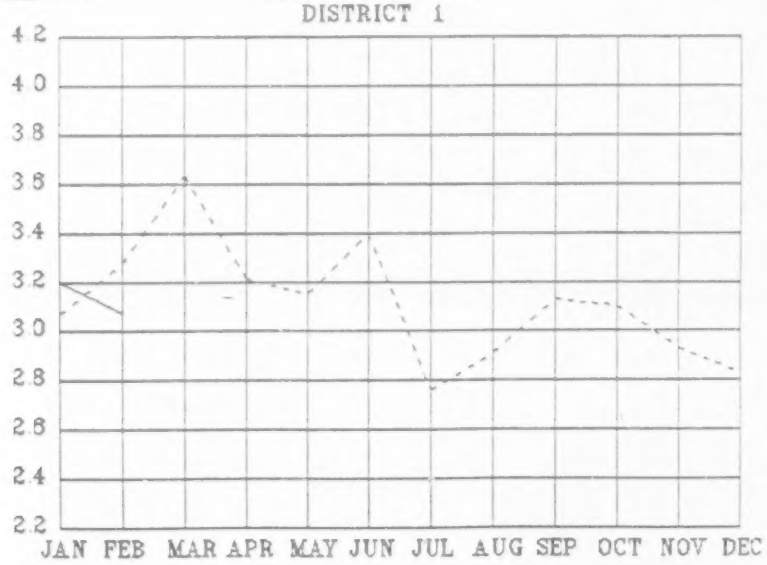
MILLIONS NATIONAL BILLINGS



1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.8	2.2										
% Change	Cumulative	14.8	8.2										

MILLIONS MASS.-R.I.-CONN. DISTRICT 1

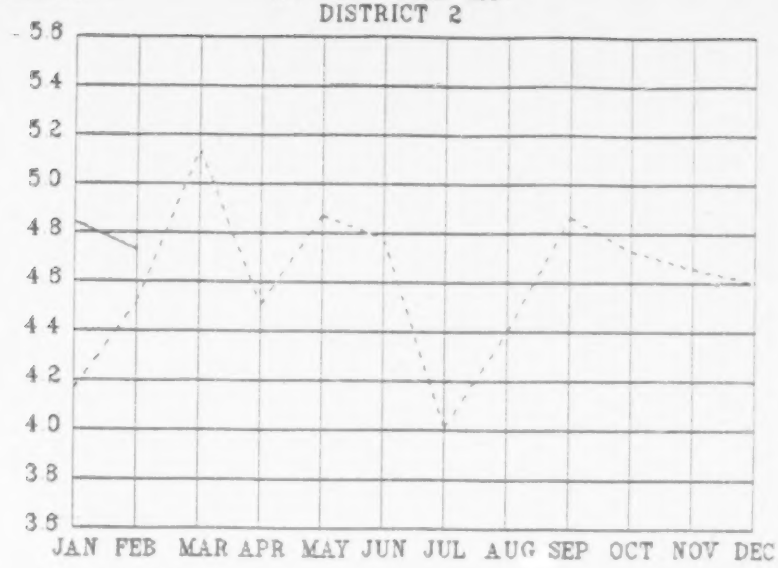


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3										
% Change	Cumulative	4.4	-1.1										

MILLIONS

NY-NJ-EPA-MD
DISTRICT 2



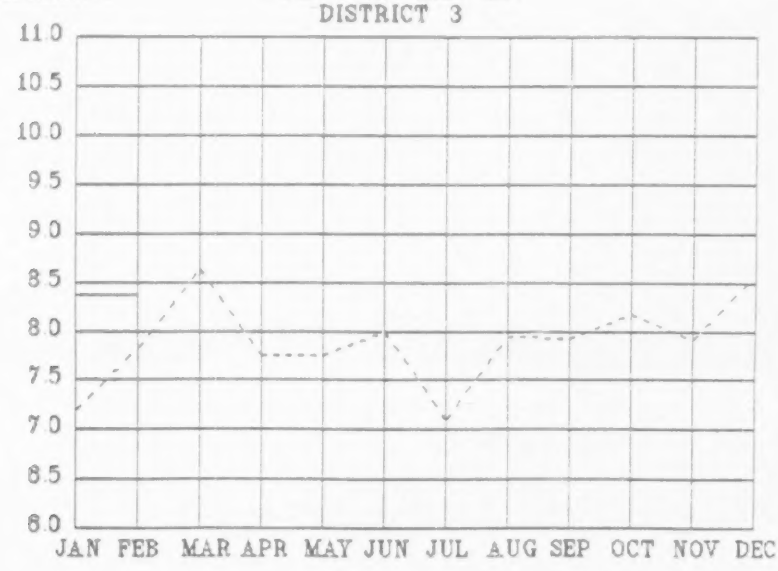
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8										
% Change	Cumulative	16.3	10.3										

MILLIONS

W PA-OHIO-IND-KY
DISTRICT 3



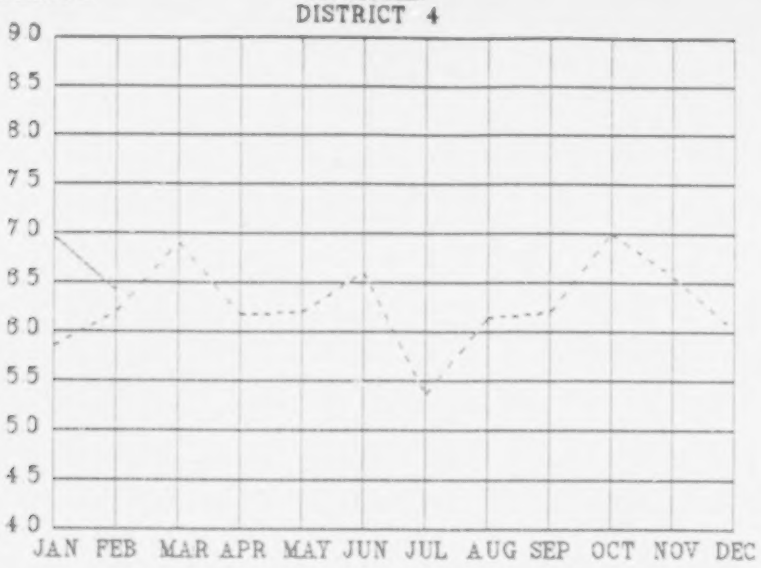
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7	7.2										
% Change	Cumulative	16.7	11.7										

MILLIONS

MICHIGAN
DISTRICT 4



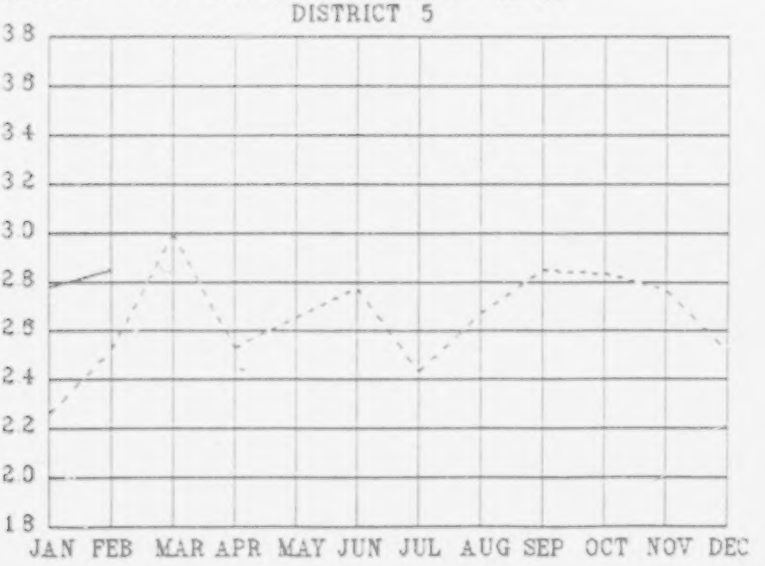
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3										
% Change	Cumulative	19.1	11.0										

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

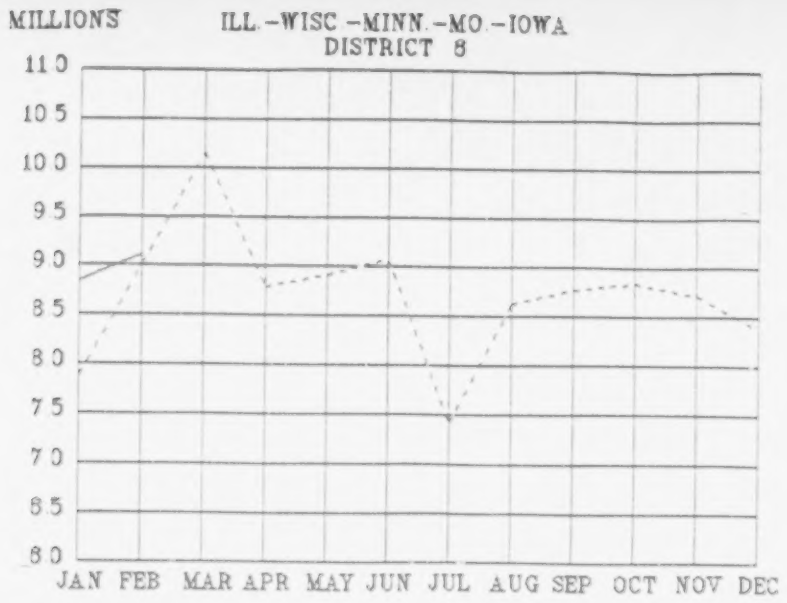
DISTRICT 5



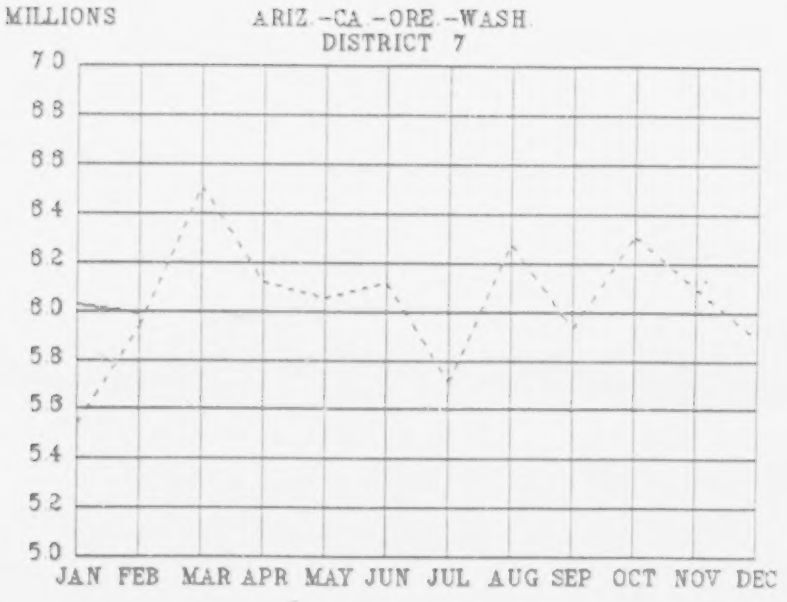
1988 - - - -

1989 ———

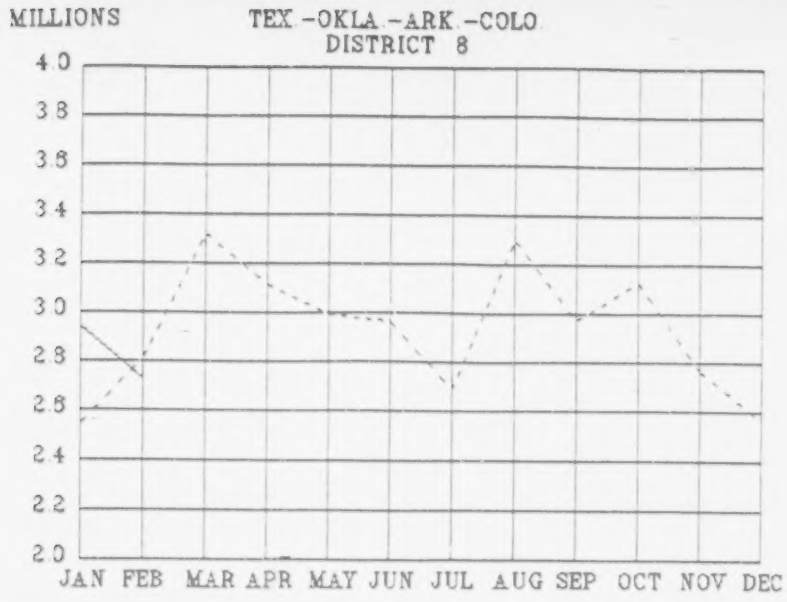
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.1	13.0										
% Change	Cumulative	23.1	17.8										



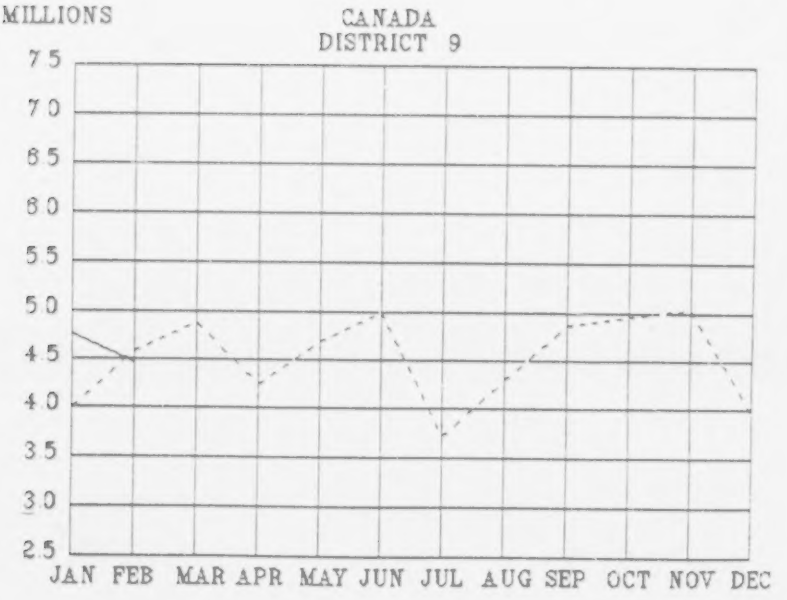
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2										
% Change	Cumulative	12.3	6.3										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8										
% Change	Cumulative	8.9	4.7										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1										
% Change	Cumulative	15.8	5.9										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7										
% Change	Cumulative	19.9	7.8										

A6376-1
5/3/89

MASTER CRAFTSMEN
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FIRST QUARTER SALES FOR METAL TREATING INDUSTRY INCREASE 5.1% OVER FIRST QUARTER 1988

First quarter 1989 billings reached $148.6 million compared to $141.4 million in the same period in 1988.

For the month of March 1989, sales for Commercial Heat Treaters reached their highest level since the previous March. March 1989 billings amounted to $52.1 million, off trivially (0.2%) from March 1988 when reported sales totaled $52.2 million.

Five MTI districts were above their March 1988 sales total. Eight of the nine districts also topped their first-quarter 1988 performance.

A summary of percentage change by geographic regions follows:

	District	Mar 89 vs. Mar 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 1.2	- 1.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.2	6.9
3	South Central (W.PA-OH-IN-KY)	4.2	8.9
4	Michigan	2.3	7.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.4	11.5
6	North Central (IL-WI-MN-MO-IA)	- 2.6	3.0
7	Pacific Coast (CA-AZ-ORE-WASH)	1.1	3.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.9	0.9
9	Canada	- 4.9	3.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1989

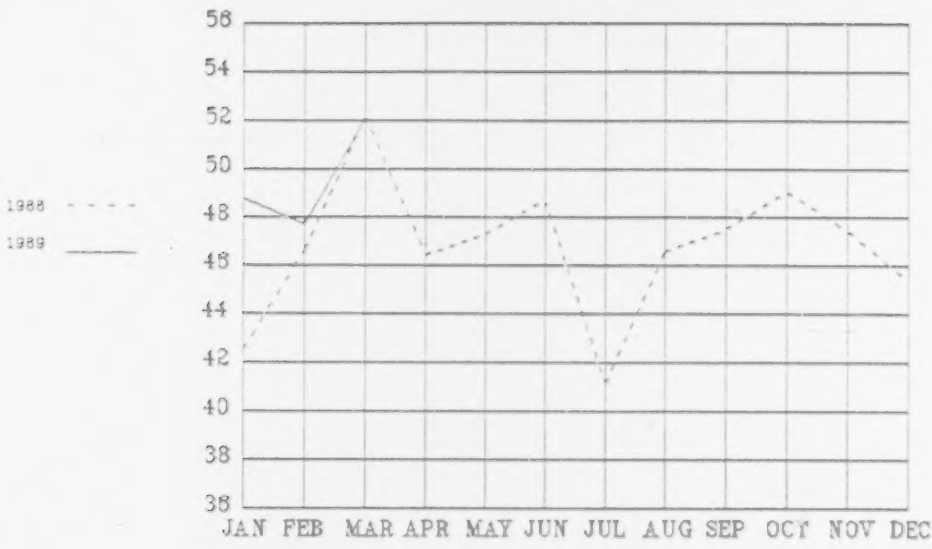
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	215	52217.9	52131.8	- 0.2	100.0	100.0
Dist. 1	16	3633.5	3588.9	- 1.2	7.0	6.9
Dist. 2	26	5143.4	5203.4	1.2	9.8	10.0
Dist. 3	39	8644.3	9007.8	4.2	16.6	17.3
Dist. 4	24	6904.9	7064.6	2.3	13.2	13.6
Dist. 5	18	2997.7	3040.8	1.4	5.7	5.8
Dist. 6	33	10168.6	9900.7	- 2.6	19.5	19.0
Dist. 7	26	6511.6	6583.3	1.1	12.5	12.6
Dist. 8	18	3323.9	3089.8	- 7.0	6.4	5.9
Dist. 9	15	4889.9	4652.5	- 4.9	9.4	8.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	141351.7	148599.0	5.1	100.0	100.0
Dist. 1	9977.3	9861.9	- 1.2	7.1	6.6
Dist. 2	13820.9	14774.7	6.9	9.8	9.9
Dist. 3	23646.0	25754.6	8.9	16.7	17.3
Dist. 4	18956.9	20441.5	7.8	13.4	13.8
Dist. 5	7775.5	8671.6	11.5	5.5	5.8
Dist. 6	27045.9	27846.4	3.0	19.1	18.7
Dist. 7	17996.9	18604.0	3.4	12.7	12.5
Dist. 8	8676.5	8756.8	0.9	6.1	5.9
Dist. 9	13455.8	13887.5	3.2	9.5	9.3

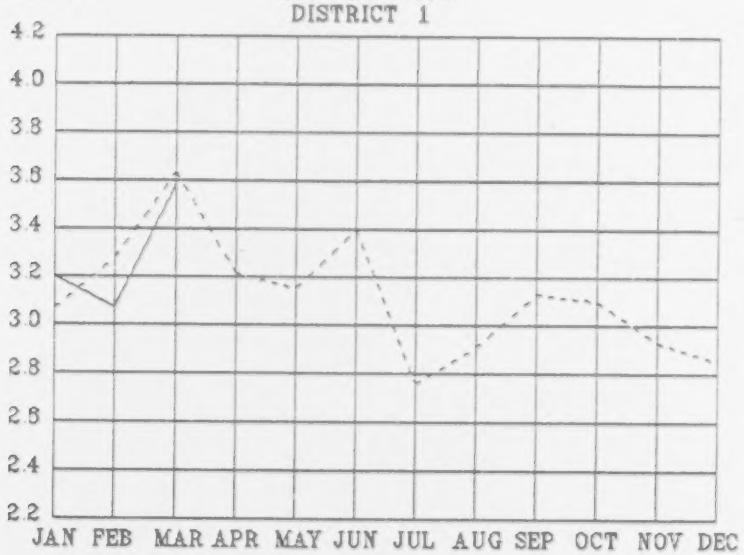
MILLIONS NATIONAL BILLINGS



1988 - - - -
1989 ———

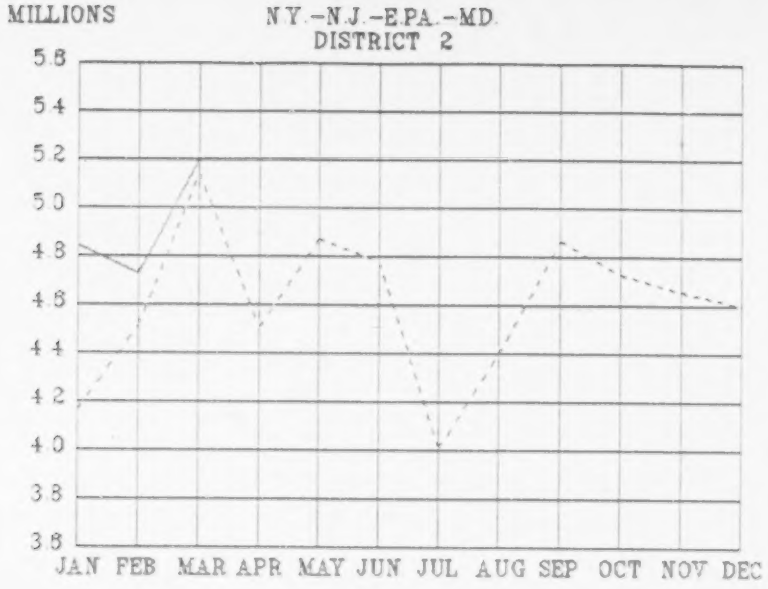
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.8	2.2	-0.2									
% Change	Cumulative	14.8	8.2	5.1									

MILLIONS MASS.-R.I.-CONN. DISTRICT 1

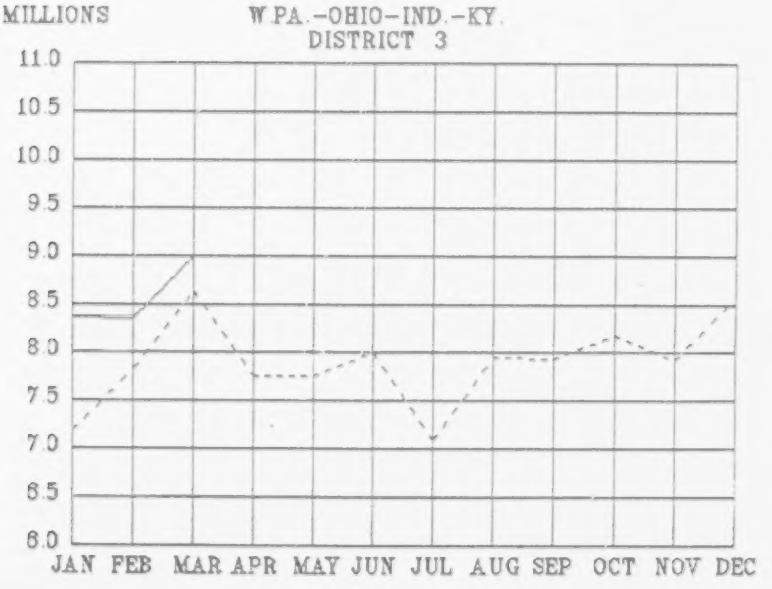


1988 - - - -
1989 ———

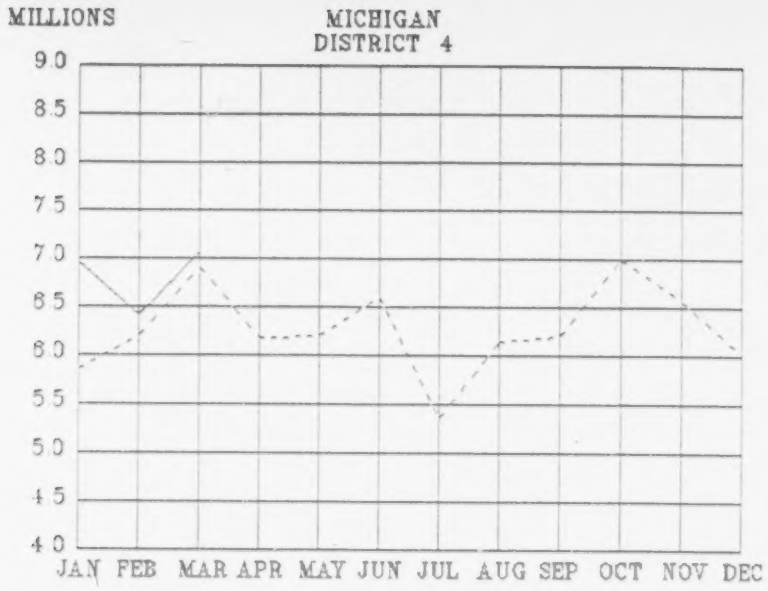
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2									
% Change	Cumulative	4.4	-1.1	-1.2									



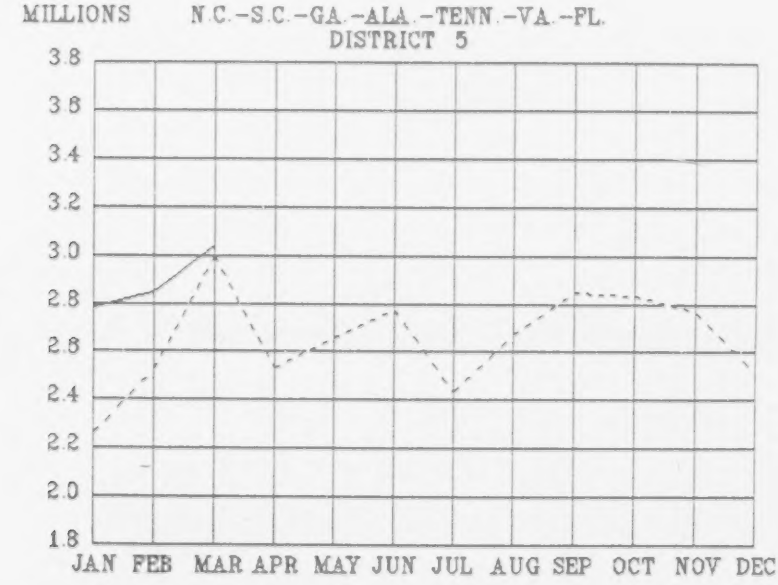
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2									
% Change	Cumulative	16.3	10.3	6.9									



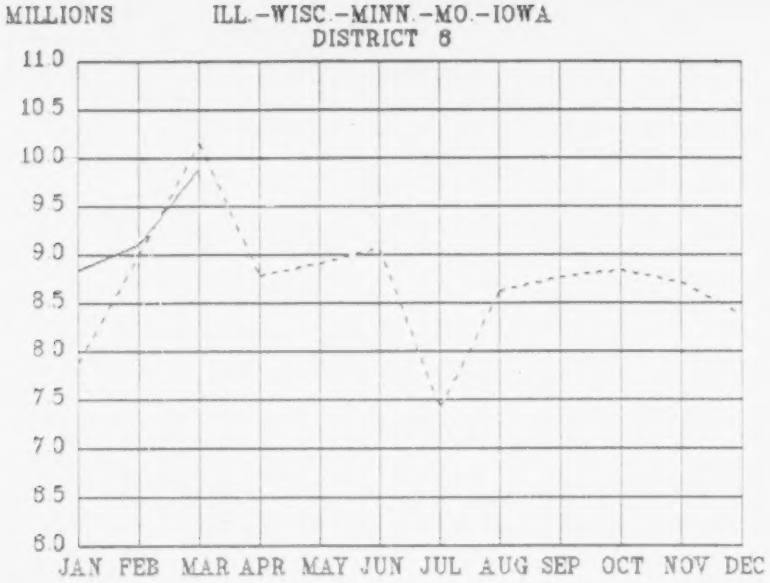
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7	7.0	4.2									
% Change	Cumulative	16.7	11.6	8.9									



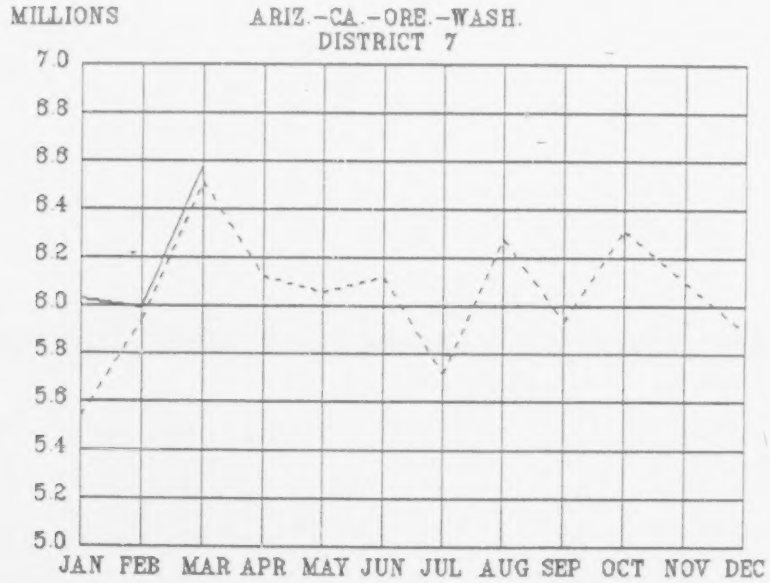
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	2.3									
% Change	Cumulative	19.1	11.0	7.8									



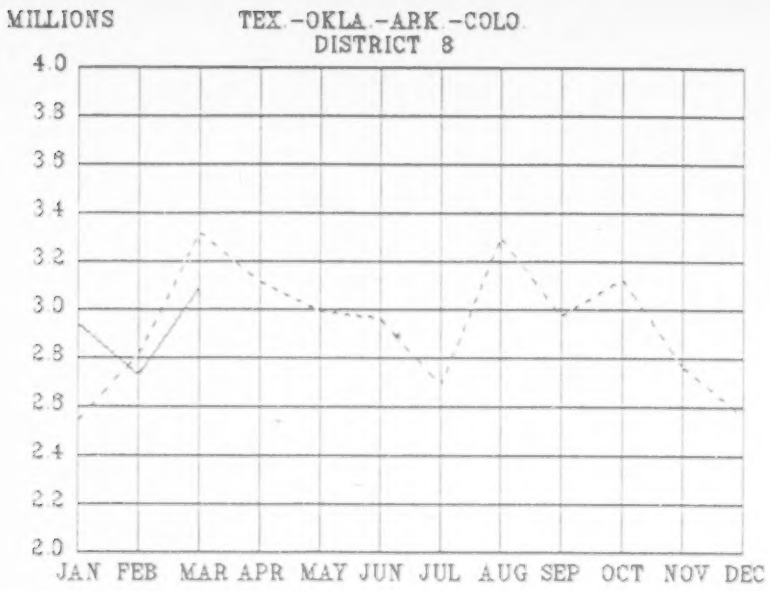
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	1.4									
% Change	Cumulative	23.2	17.9	11.5									



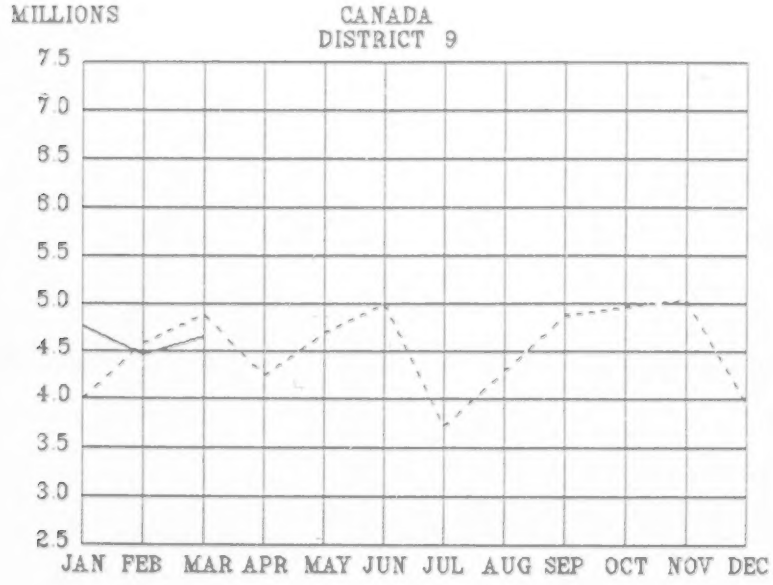
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6									
% Change	Cumulative	12.5	6.3	3.0									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8	1.1									
% Change	Cumulative	8.9	4.7	3.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0									
% Change	Cumulative	15.8	5.9	0.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7	-4.9									
% Change	Cumulative	19.9	7.8	3.2									

46326-1
6/6/89

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE:

IMMEDIATELY

APRIL 1989 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 3.6% OVER APRIL 1988 FIGURES

April billings reached $47.8 million. The April 1988 total amounted $46.2 million.

For the first four months of 1989 MTI members report sales of $195.9 million, 5% above the same period in 1988 when sales reached $186.6 million.

Six out of nine MTI districts outpaced their April 1988 performance. Seven districts outdid the first four months of 1988.

A summary of percentage change by geographic regions follows:

	District	Apr 89 vs. Apr 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 2.2	- 1.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.1	6.2
3	South Central (W.PA-OH-IN-KY)	9.7	10.4
4	Michigan	4.2	6.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	12.5	12.0
6	North Central (IL-WI-MN-MO-IA)	6.2	3.7
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.5	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-14.9	- 3.2
9	Canada	4.4	3.5

A6376

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ANALYSIS OF NATIONAL BILLINGS

APRIL, 1989

BILLINGS FOR MONTH

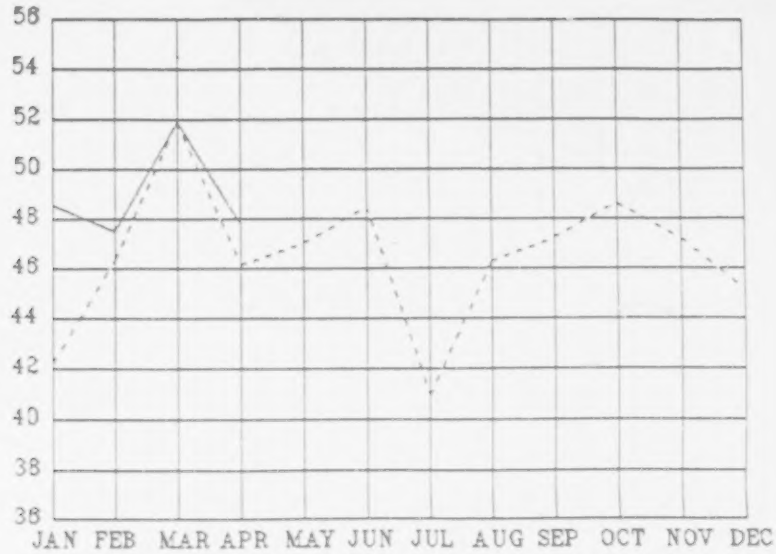
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48161.8	47813.3	3.8	100.0	100.0
Dist. 1	16	3216.8	3147.4	- 2.2	7.0	6.6
Dist. 2	26	4503.9	4688.1	4.1	9.8	9.8
Dist. 3	38	7485.1	8211.6	9.7	16.2	17.2
Dist. 4	24	6184.7	6444.9	4.2	13.4	13.5
Dist. 5	18	2525.5	2841.2	12.5	5.5	5.9
Dist. 6	33	8777.5	9320.0	6.2	19.0	19.5
Dist. 7	26	6118.1	6086.0	- 0.5	13.3	12.7
Dist. 8	18	3115.4	2652.4	-14.9	6.7	5.5
Dist. 9	15	4234.8	4421.8	4.4	9.2	9.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	186632.7	195873.9	5.0	100.0	100.0
Dist. 1	13194.0	13009.3	- 1.4	7.1	6.6
Dist. 2	18324.8	19462.9	6.2	9.8	9.9
Dist. 3	30250.6	33387.1	10.4	16.2	17.0
Dist. 4	25141.5	26764.2	6.5	13.5	13.7
Dist. 5	10301.0	11540.5	12.0	5.5	5.9
Dist. 6	35823.4	37166.4	3.7	19.2	19.0
Dist. 7	24115.0	24825.1	2.9	12.9	12.7
Dist. 8	11791.9	11409.2	- 3.2	6.3	5.8
Dist. 9	17690.5	18309.2	3.5	9.5	9.3

MILLIONS

NATIONAL BILLINGS



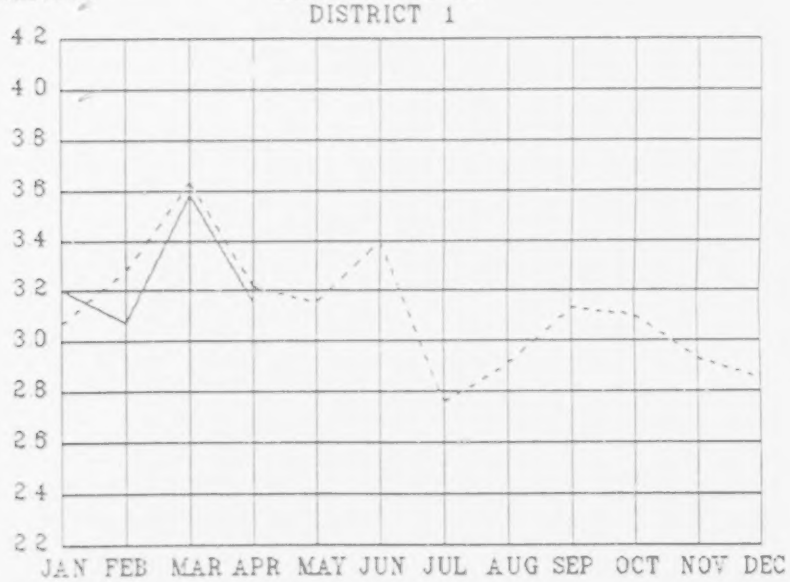
1988 - - - -

1989 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.1	2.5	0.1	3.6								
% Change	Cumulative	15.1	8.5	5.4	5.0								

MILLIONS

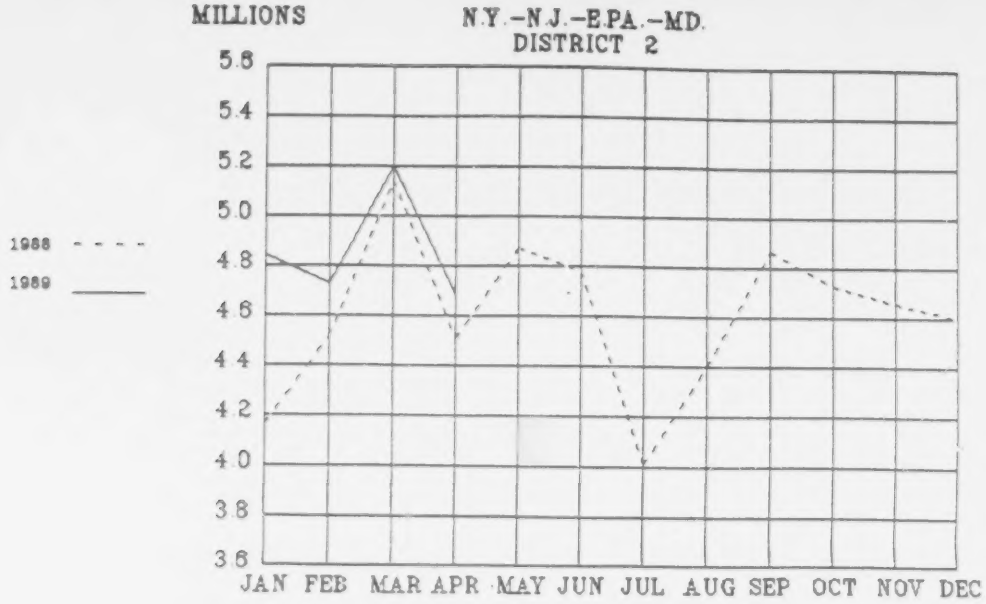
MASS-R.I-CONN
DISTRICT 1



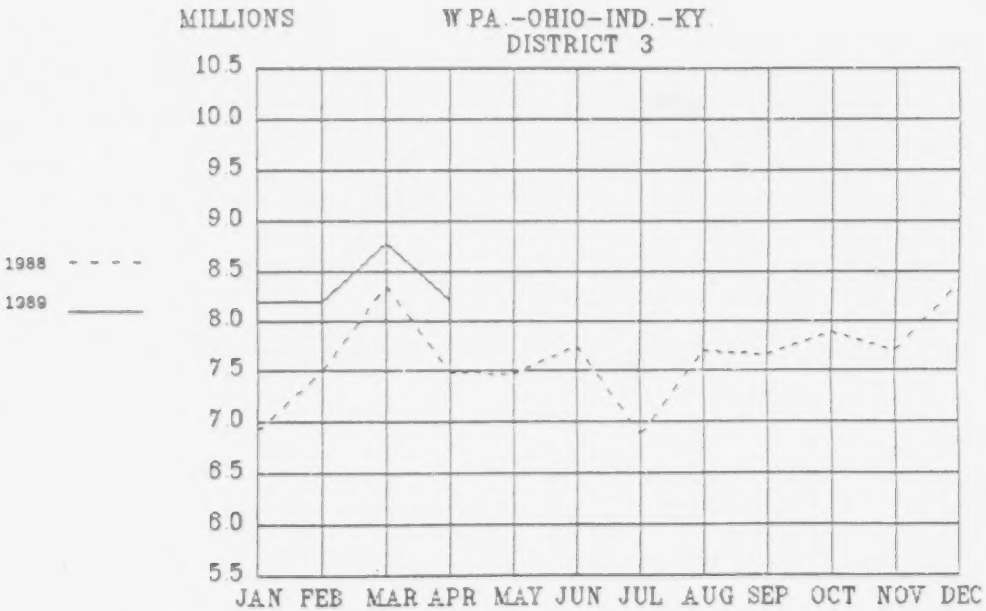
1988 - - - -

1989 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2								
% Change	Cumulative	4.4	-1.1	-1.2	-1.4								



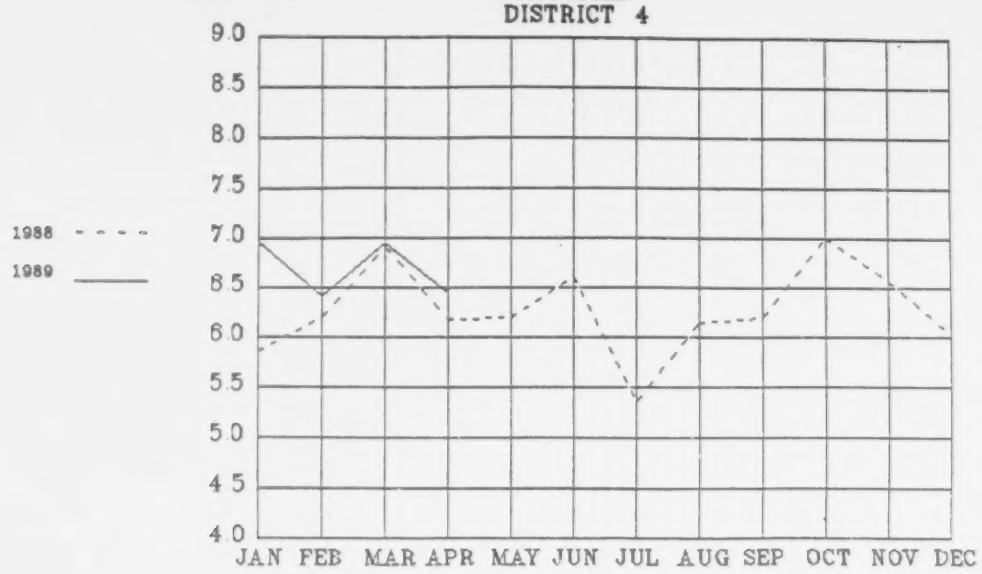
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1								
% Change	Cumulative	16.3	10.3	6.9	6.2								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.7								
% Change	Cumulative	18.6	13.7	10.6	10.4								

MILLIONS

MICHIGAN
DISTRICT 4



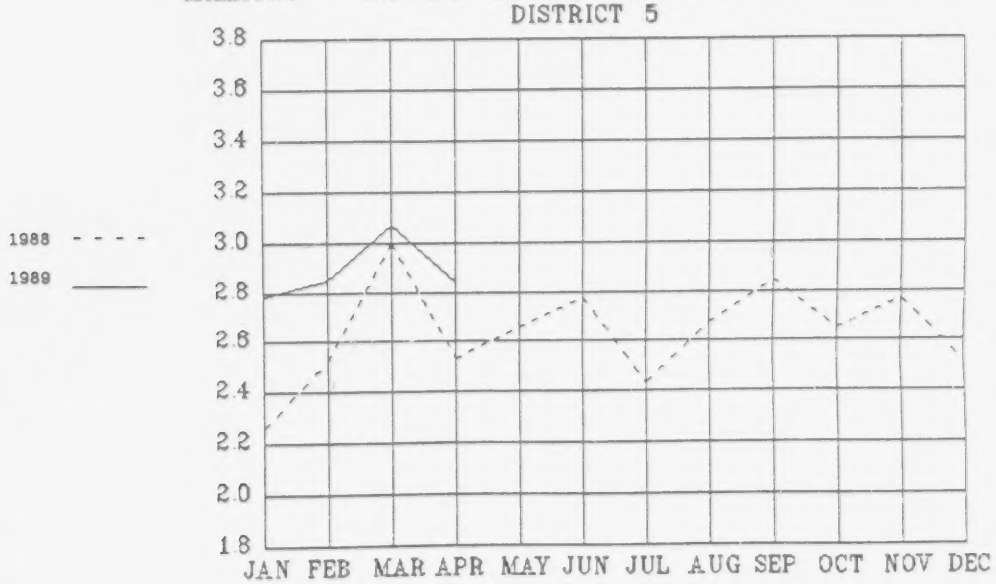
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2								
% Change	Cumulative	19.1	11.0	7.2	6.5								

MILLIONS

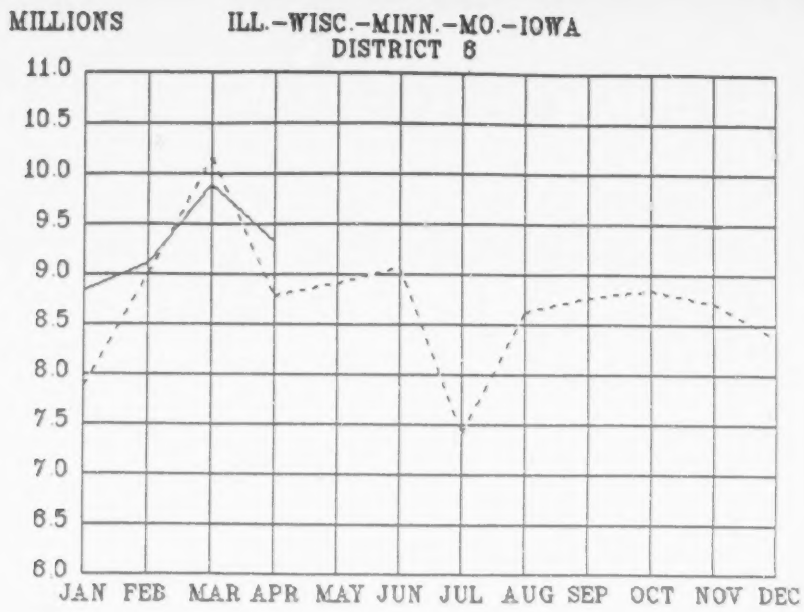
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



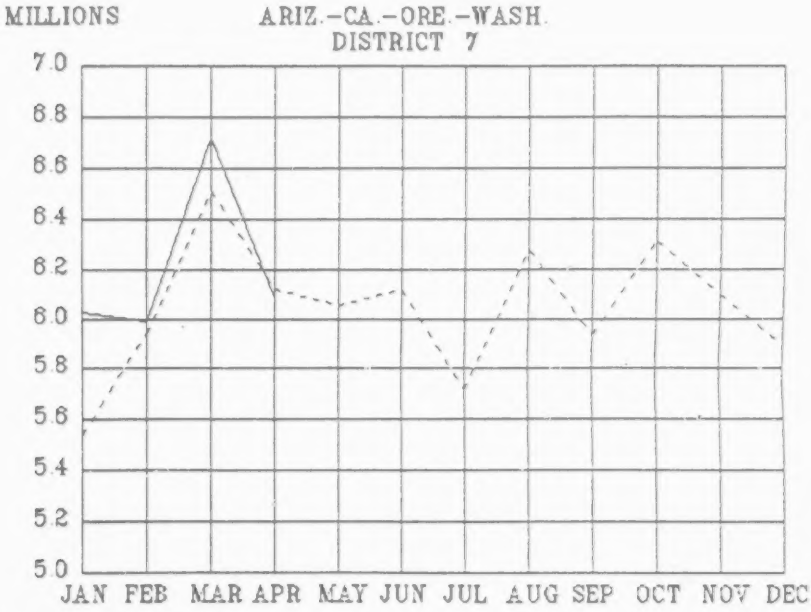
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	2.4	12.5								
% Change	Cumulative	23.2	17.9	11.9	12.0								



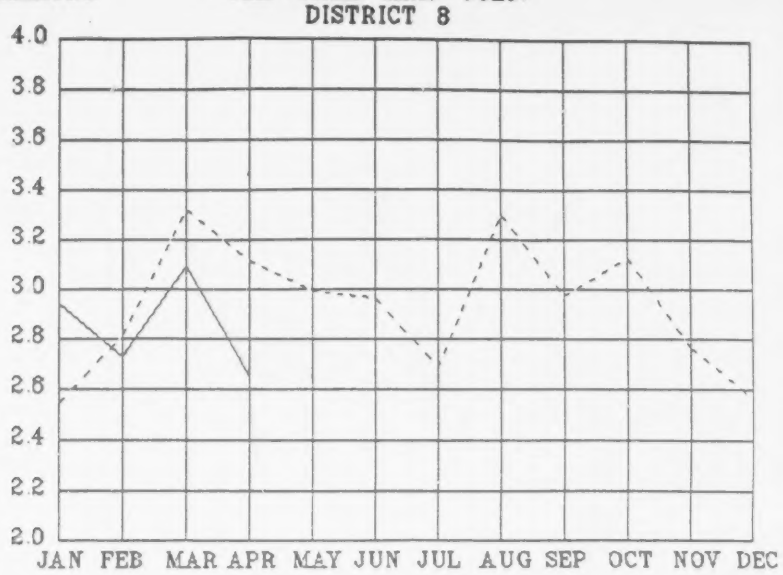
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	6.2								
% Change	Cumulative	12.5	6.3	3.0	3.7								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8	3.2	-0.5								
% Change	Cumulative	8.9	4.7	4.1	2.9								

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



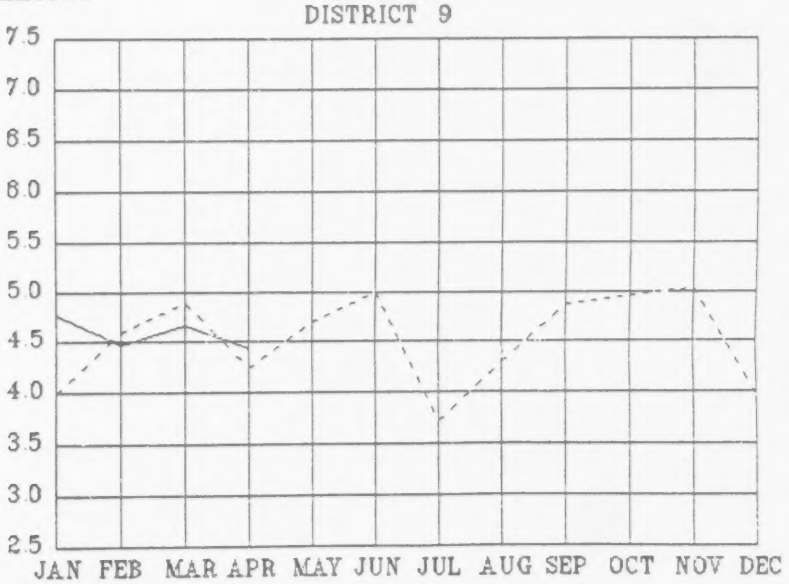
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9								
% Change	Cumulative	15.8	5.9	0.9	- 3.2								

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7	-4.9	4.4								
% Change	Cumulative	19.9	7.8	3.2	3.5								

A63756-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS POST 8.1% GAIN IN SALES OVER MAY 1988

May 1989 billings amounted to $50.5 million. This compares to $46.7 million in billings registered in May 1988.

For the year-to-date sales for the Metal Treating Industry have reached $245.4 million. This figure is 5.8% above the 1988 January-to-May total of $232.0 million.

May 1989 saw seven out of nine MTI districts outperforming their May 1988 sales total. Likewise, seven districts topped their 1988 year-to-date performance.

A summary of percentage change by geographic regions follows:

	District	May 89 vs. May 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	4.6	- 0.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	5.4
3	South Central (W.PA-OH-IN-KY)	14.1	11.0
4	Michigan	10.9	7.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	11.3	11.7
6	North Central (IL-WI-MN-MO-IA)	7.8	4.6
7	Pacific Coast (CA-AZ-ORE-WASH)	18.4	7.2
8	Southwest (TX-OK-AR-CO-LA-UT)	- 3.4	- 3.3
9	Canada	- 3.9	2.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MAY, 1989

BILLINGS FOR MONTH

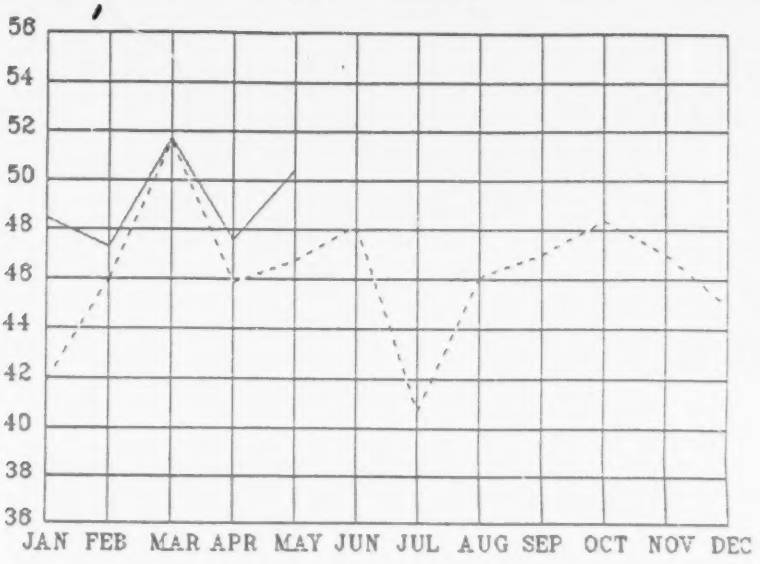
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	213	46709.2	50484.8	8.1	100.0	100.0
Dist. 1	16	3149.0	3295.0	4.6	6.7	6.5
Dist. 2	26	4874.5	4995.8	2.5	10.4	9.9
Dist. 3	38	7469.0	8524.1	14.1	16.0	16.9
Dist. 4	24	6200.4	6877.8	10.9	13.3	13.6
Dist. 5	18	2659.5	2959.5	11.3	5.7	5.9
Dist. 6	33	8915.6	9612.0	7.8	19.1	19.0
Dist. 7	26	5776.8	6841.1	18.4	12.4	13.6
Dist. 8	18	2991.6	2890.8	- 3.4	6.4	5.7
Dist. 9	14	4672.8	4488.7	- 3.9	10.0	8.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	232026.6	245445.0	5.8	100.0	100.0
Dist. 1	16342.9	16304.3	- 0.2	7.0	6.6
Dist. 2	23199.3	24460.5	5.4	10.0	10.0
Dist. 3	37719.6	41857.5	11.0	16.3	17.1
Dist. 4	31341.9	33642.0	7.3	13.5	13.7
Dist. 5	12960.5	14478.6	11.7	5.6	5.9
Dist. 6	44739.0	46778.4	4.6	19.3	19.1
Dist. 7	28655.5	30715.1	7.2	12.4	12.5
Dist. 8	14783.6	14300.0	- 3.3	6.4	5.8
Dist. 9	22284.3	22908.5	2.8	9.6	9.3

MILLIONS

NATIONAL BILLINGS



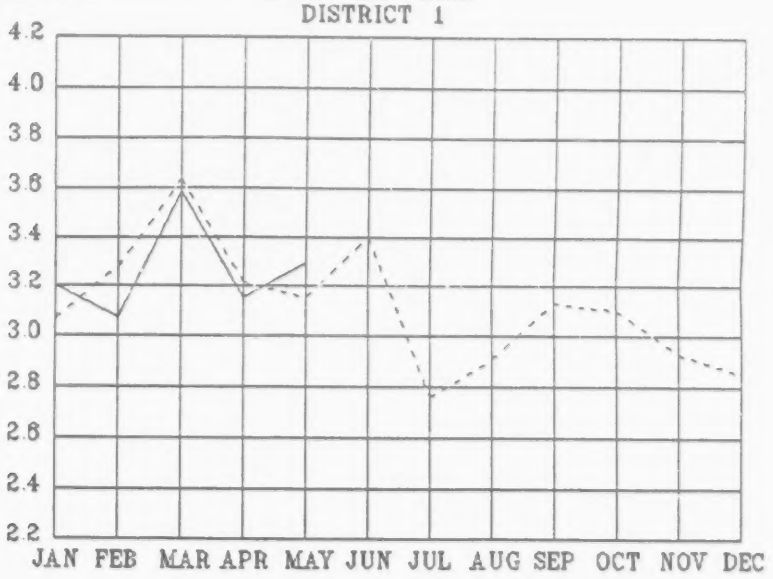
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.6	2.7	0.3	3.8	8.1							
% Change	Cumulative	15.6	8.9	5.7	5.2	5.8							

MILLIONS

MASS.-R.I.-CONN
DISTRICT 1



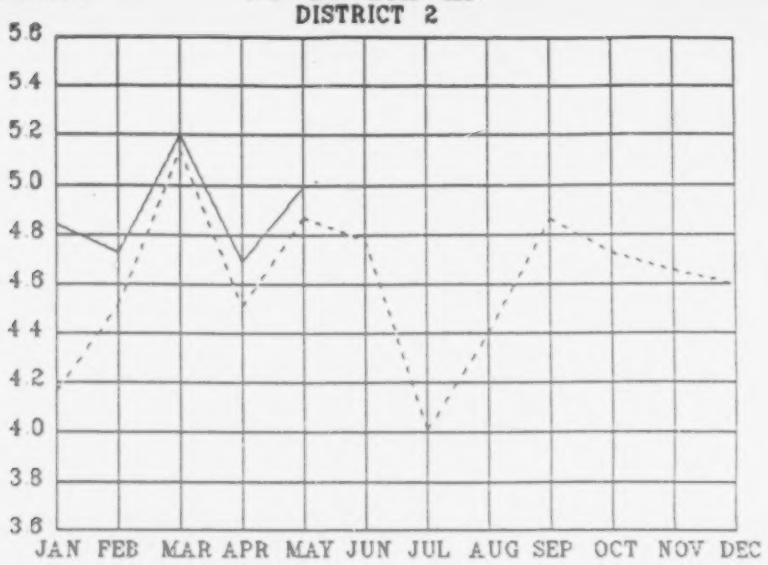
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6							
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2							

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2

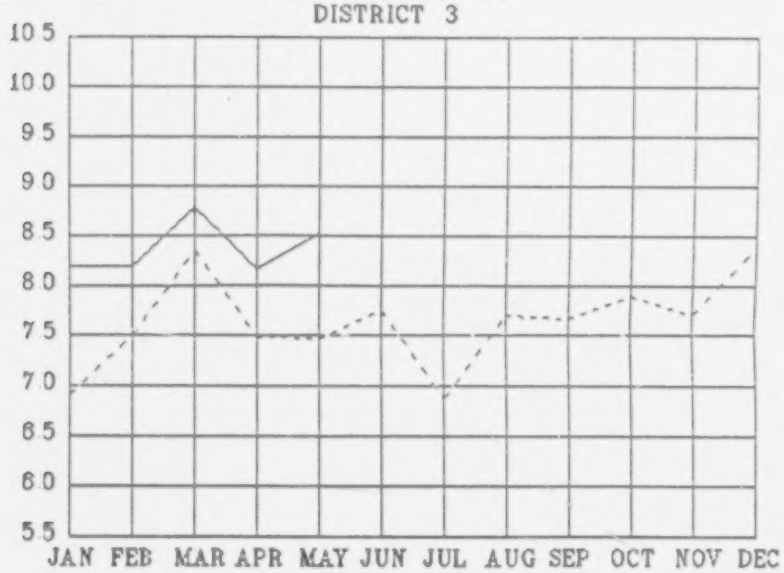


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5							
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4							

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3

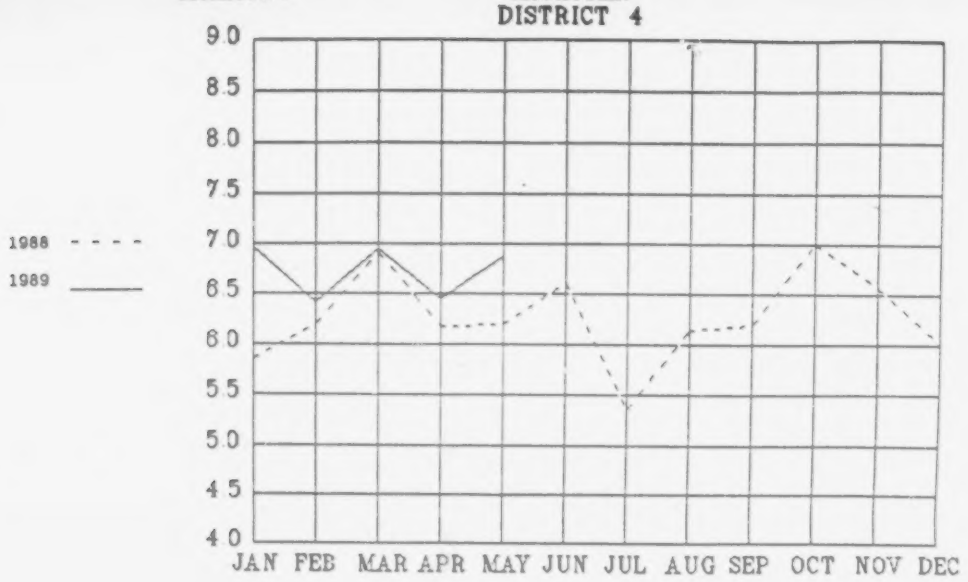


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.0	14.1							
% Change	Cumulative	18.6	13.7	10.8	10.2	11.0							

MILLIONS

MICHIGAN
DISTRICT 4



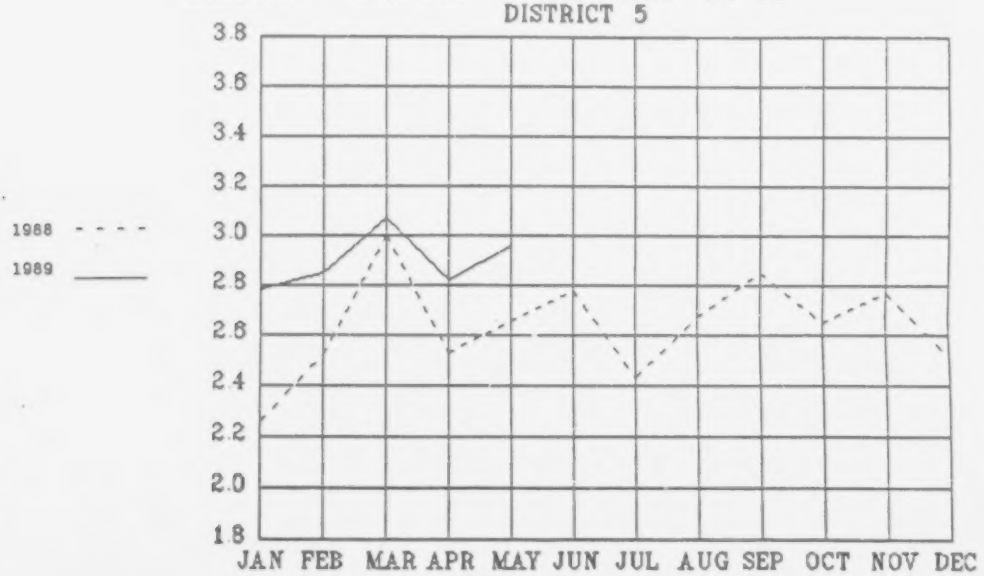
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9							
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3							

MILLIONS

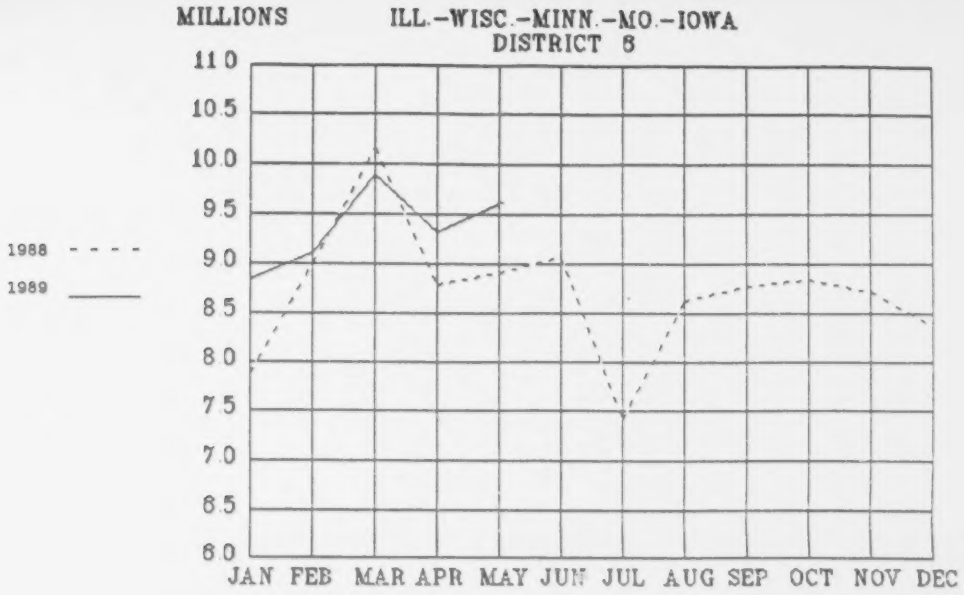
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



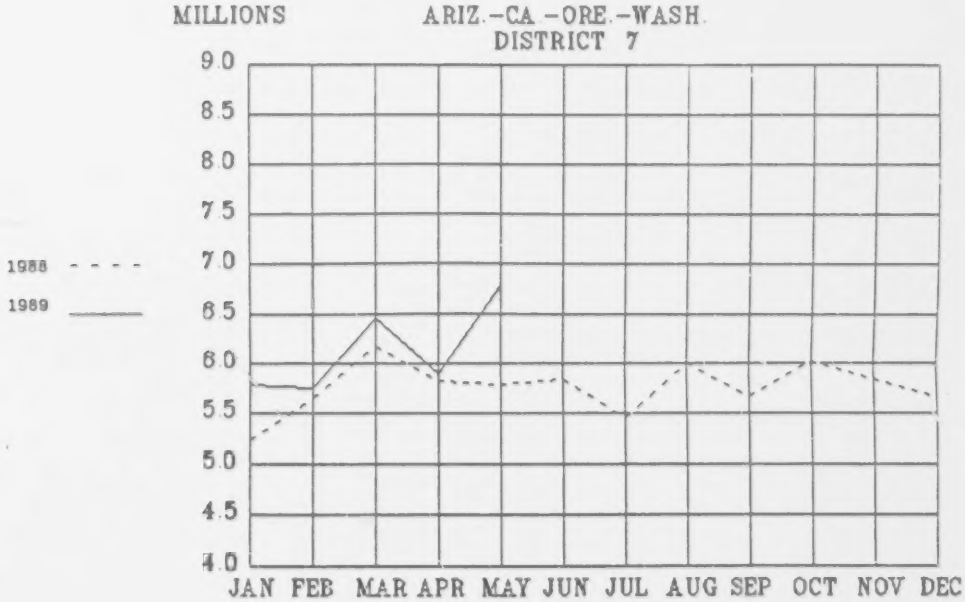
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	2.4	11.7	11.3							
% Change	Cumulative	23.2	17.9	11.6	11.8	11.7							



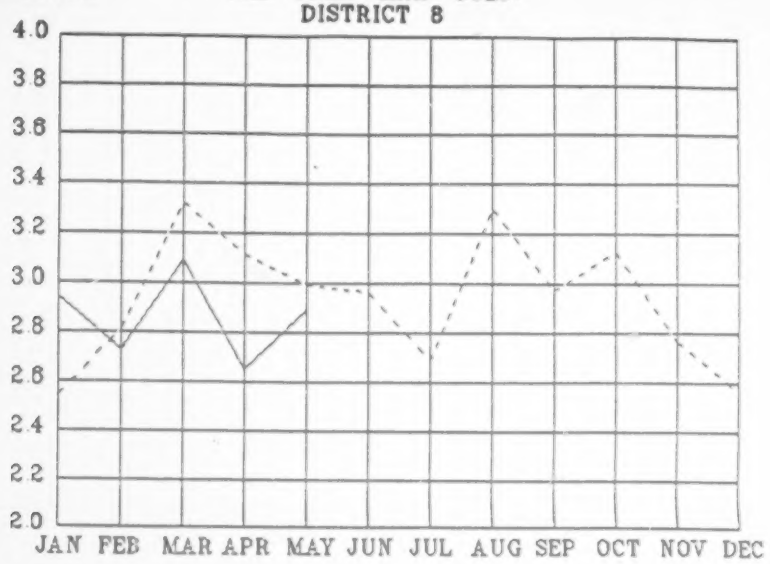
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	6.2	7.8							
% Change	Cumulative	12.5	6.3	3.0	3.7	4.6							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.6	1.8	4.4	1.1	18.4							
% Change	Cumulative	10.6	6.0	5.4	4.4	7.2							

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



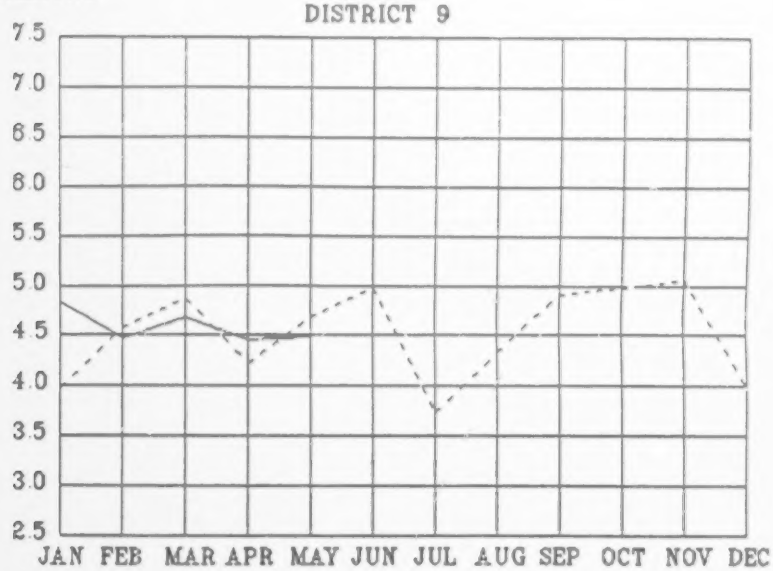
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4							
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3							

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9							
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8							

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 5.2% GAIN FOR FIRST HALF OF 1989

For the first six months of 1989 Commercial Heat Treaters' sales amounted to $296.2 million, up 5.2% over the same period in 1988 when their sales reached $281.7 million.

June billings were up as well: For June 1989 sales totaled $49.5 million which is 2.2% over the June 1988 figure of $48.4 million.

On the district level, six of nine MTI districts outperformed June 1988; eight out of nine are above their January-June total for 1988.

A summary of percentage change by geographic regions follows:

	District	Jun 89 vs. Jun 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	2.8	0.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	6.9	5.7
3	South Central (W.PA-OH-IN-KY)	6.6	10.2
4	Michigan	- 4.3	5.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.8	9.6
6	North Central (IL-WI-MN-MO-IA)	3.9	4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	10.7	7.8
8	Southwest (TX-OK-AR-CO-LA-UT)	- 5.7	- 3.7
9	Canada	- 9.1	0.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1989

BILLINGS FOR MONTH

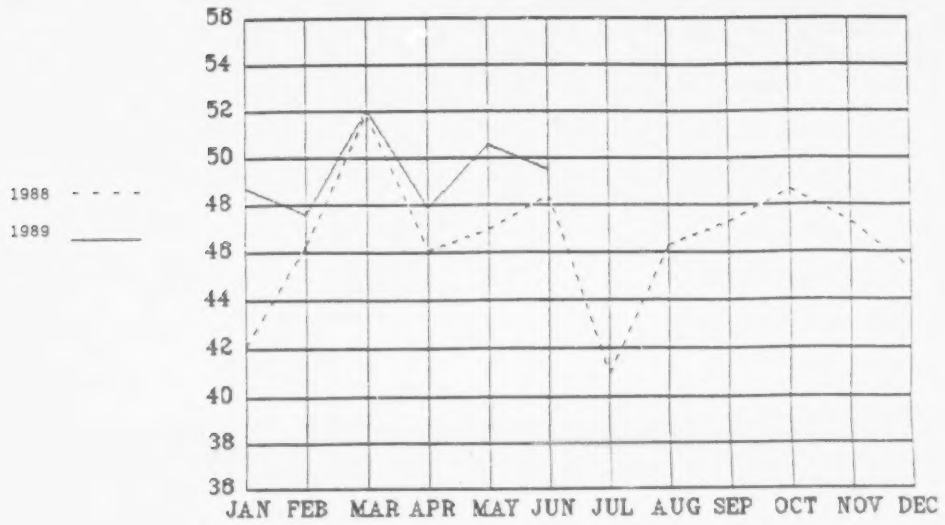
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48429.7	49478.2	2.2	100.0	100.0
Dist. 1	16	3396.9	3493.0	2.8	7.0	7.1
Dist. 2	26	4775.1	5105.8	6.9	9.9	10.3
Dist. 3	38	7745.8	8257.5	6.6	16.0	16.7
Dist. 4	24	6612.8	6326.0	- 4.3	13.7	12.8
Dist. 5	19	2834.1	2858.1	0.8	5.9	5.8
Dist. 6	33	9071.1	9421.1	3.9	18.7	19.0
Dist. 7	26	6039.3	6686.8	10.7	12.5	13.5
Dist. 8	18	2964.3	2794.8	- 5.7	6.1	5.6
Dist. 9	14	4990.3	4535.2	- 9.1	10.3	9.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	281653.8	296181.1	5.2	100.0	100.0
Dist. 1	19739.8	19797.3	0.3	7.0	6.7
Dist. 2	27974.4	29566.3	5.7	9.9	10.0
Dist. 3	45465.5	50114.9	10.2	16.1	16.9
Dist. 4	37954.7	39968.0	5.3	13.5	13.5
Dist. 5	16057.1	17599.2	9.6	5.7	5.9
Dist. 6	53810.1	56171.9	4.4	19.1	19.0
Dist. 7	35629.8	38425.0	7.8	12.7	13.0
Dist. 8	17747.8	17094.8	- 3.7	6.3	5.8
Dist. 9	27274.7	27443.7	0.6	9.7	9.3

MILLIONS

NATIONAL BILLINGS



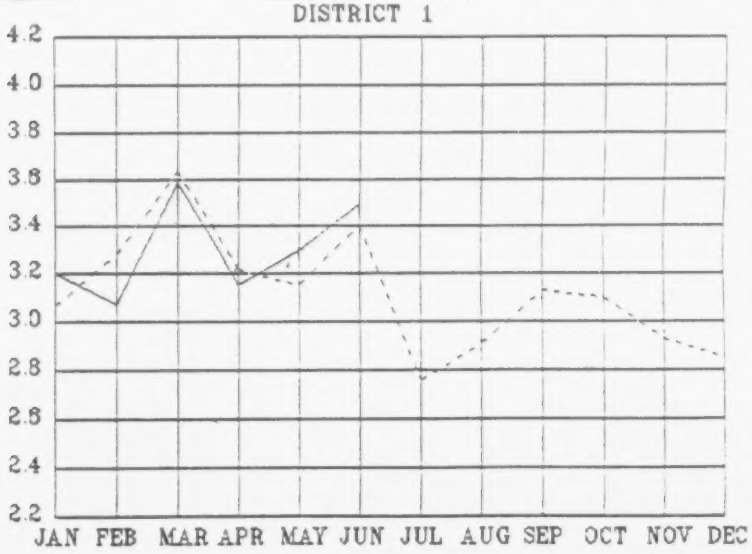
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.9	0.4	3.8	7.6	2.2						
% Change	Cumulative	15.7	9.0	5.8	5.3	5.8	5.2						

MILLIONS

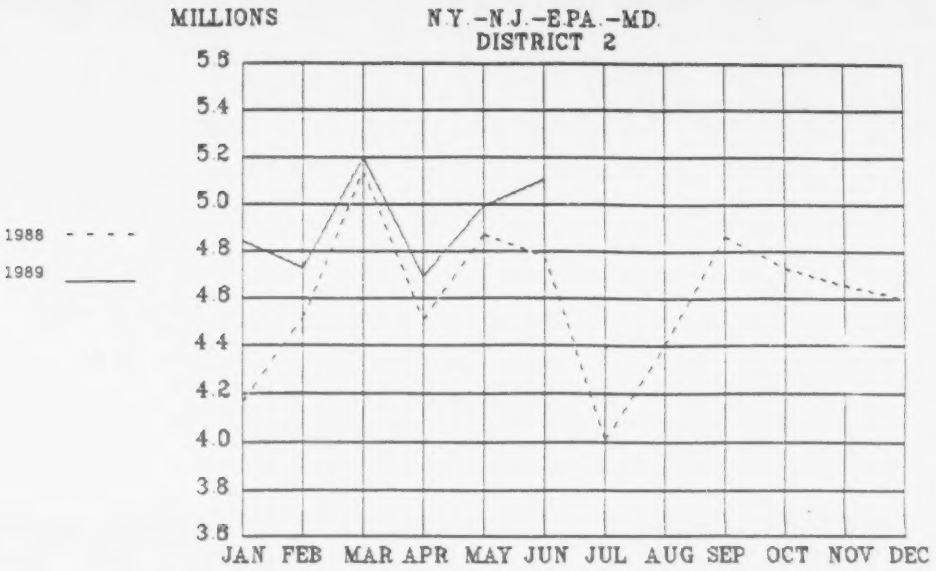
MASS.-R.I.-CONN.
DISTRICT 1



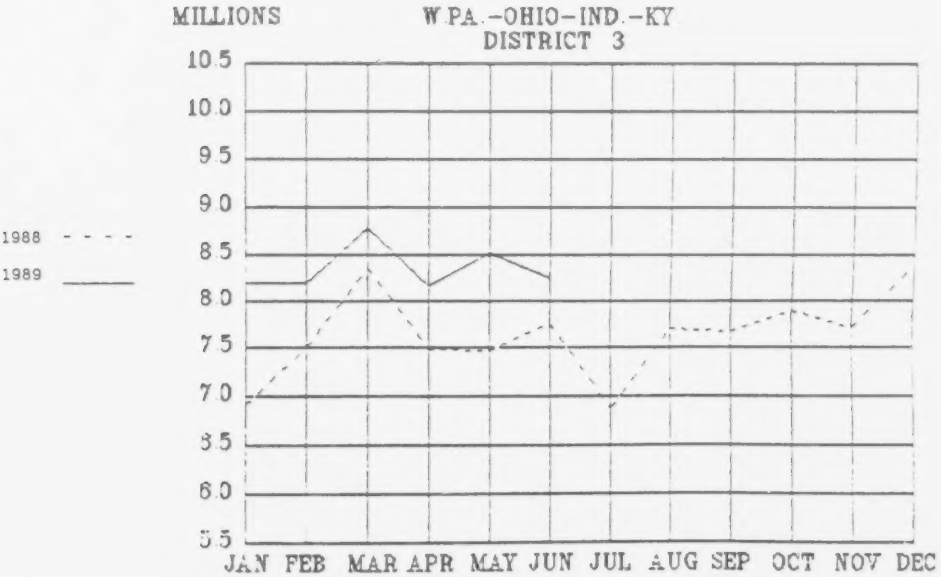
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6	2.8						
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.3						



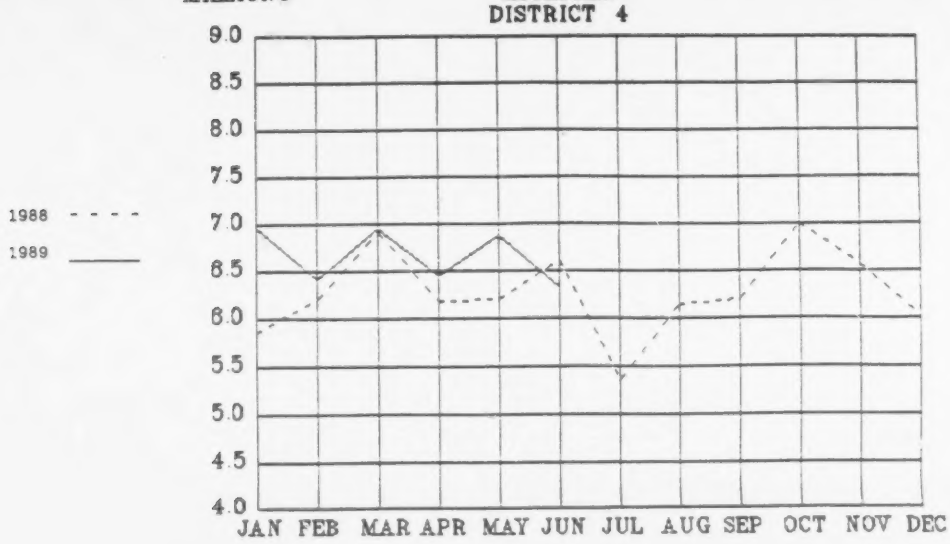
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.[illegible]	4.1	2.5	6.9						
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.0	14.1	6.6						
% Change	Cumulative	18.6	13.7	10.6	10.2	11.0	10.2						

MILLIONS

MICHIGAN
DISTRICT 4



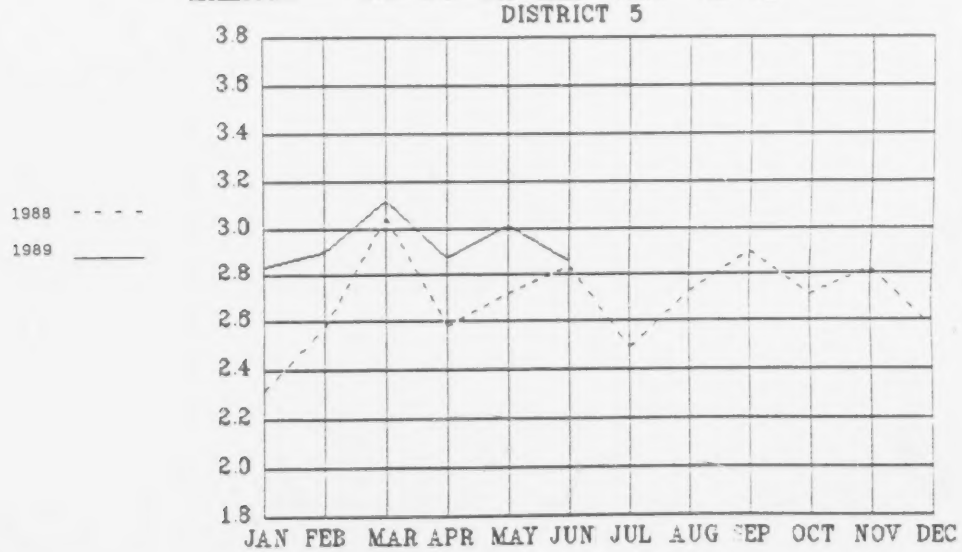
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3						
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3						

MILLIONS

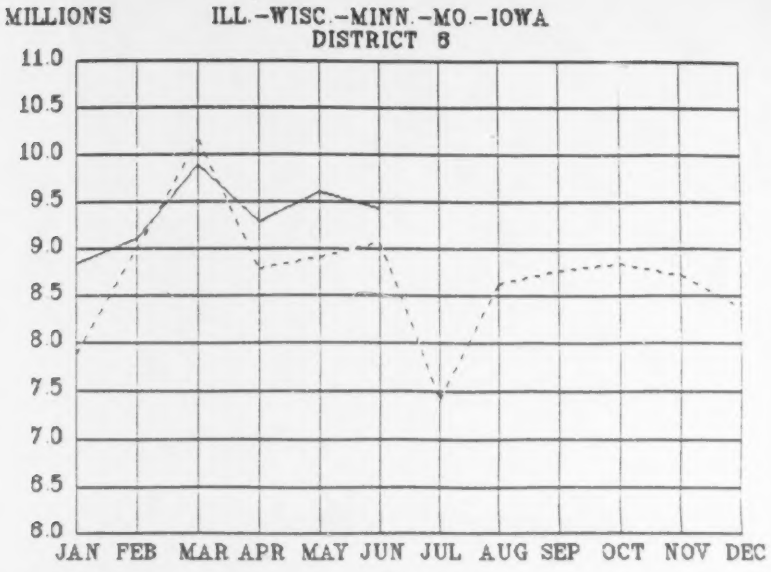
N.C.-S.C.-GA.-ALA.-TENN -VA.-FL.
DISTRICT 5



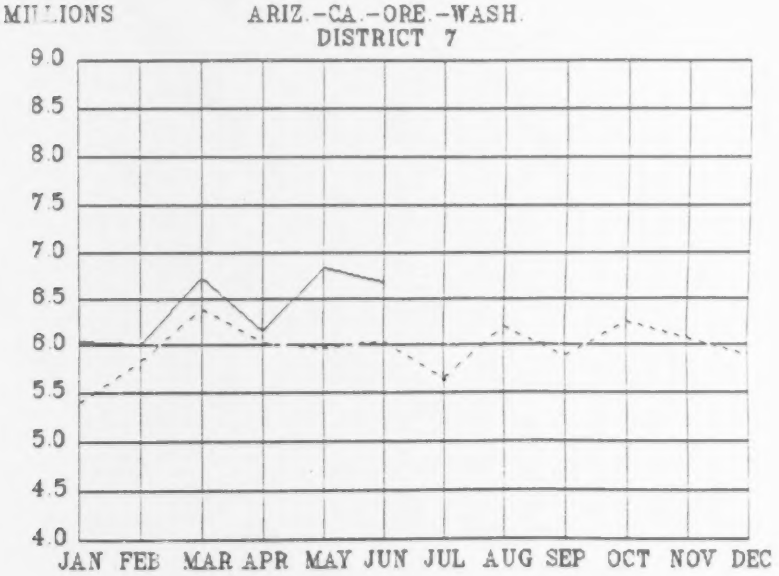
1988 - - - -

1989 ———

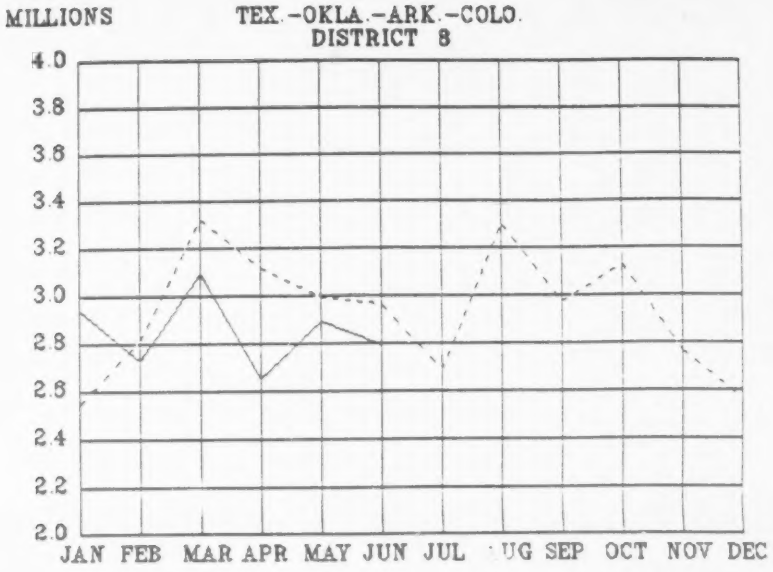
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.7	12.8	2.3	11.4	11.1	0.8						
% Change	Cumulative	22.7	17.5	11.6	11.6	11.5	9.6						



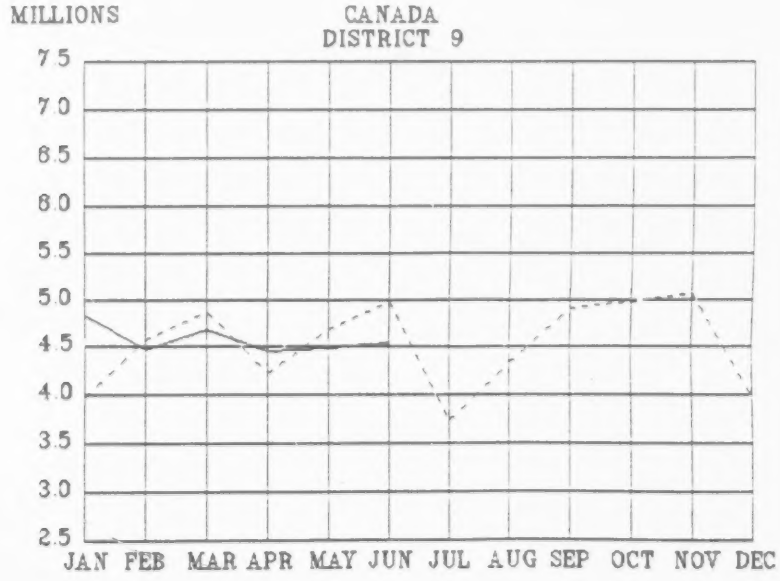
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	5.9	7.8	3.9						
% Change	Cumulative	12.5	6.3	3.0	3.7	4.5	4.4						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6	3.1	5.4	2.0	14.7	10.7						
% Change	Cumulative	11.6	7.2	6.5	5.4	7.3	7.8						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7						
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1						
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6						

A6376 - 1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS SHOW 1.5% INCREASE IN SALES OVER JULY 1988

For July 1989 the Metal Treating Industry recorded sales of $41.5 million, up from the previous July when billings amounted to $41.0 million. However, sales took a large dip, falling 16% from June (1989).

For the year to date, billings have reached $338 million, 4.7% above the 1988 total at this point of $323 million.

On the district level, five of nine MTI districts exceeded their July 1988 performance; seven out of nine are above their January-July total for 1988.

A summary of percentage change by geographic regions follows:

	District	Jul 89 vs. Jul 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	1.0	0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	5.3
3	South Central (W.PA-OH-IN-KY)	- 0.3	7.9
4	Michigan	1.2	4.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 1.5	8.8
6	North Central (IL-WI-MN-MO-IA)	5.5	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	8.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.2	- 4.1
9	Canada	- 5.6	- 0.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JULY, 1989

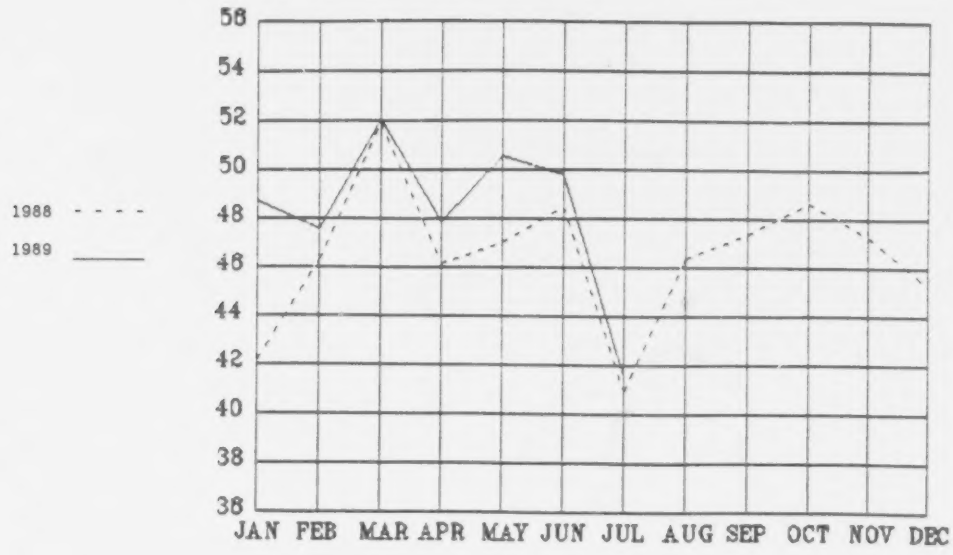
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	40960.1	41571.8	1.5	100.0	100.0
Dist. 1	16	2758.1	2785.2	1.0	6.7	6.7
Dist. 2	26	4006.8	4107.9	2.5	9.8	9.9
Dist. 3	38	6874.1	6855.6	- 0.3	16.8	16.5
Dist. 4	24	5365.8	5430.5	1.2	13.1	13.1
Dist. 5	19	2483.8	2447.4	- 1.5	6.1	5.9
Dist. 6	33	7398.2	7804.6	5.5	18.1	18.8
Dist. 7	26	5645.4	6114.4	8.3	13.8	14.7
Dist. 8	16	2687.7	2495.2	- 7.2	6.6	6.0
Dist. 9	14	3740.2	3530.8	- 5.6	9.1	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	322973.7	338066.9	4.7	100.0	100.0
Dist. 1	22497.9	22582.0	0.4	7.0	6.7
Dist. 2	31981.3	33674.2	5.3	9.9	10.0
Dist. 3	52779.5	56970.6	7.9	16.3	16.9
Dist. 4	43320.5	45404.1	4.8	13.4	13.4
Dist. 5	18540.9	20163.8	8.8	5.7	6.0
Dist. 6	61128.0	63983.9	4.7	18.9	18.9
Dist. 7	41275.3	44723.4	8.4	12.8	13.2
Dist. 8	20435.6	19590.0	- 4.1	6.3	5.8
Dist. 9	31014.8	30974.5	- 0.1	9.6	9.2

MILLIONS NATIONAL BILLINGS

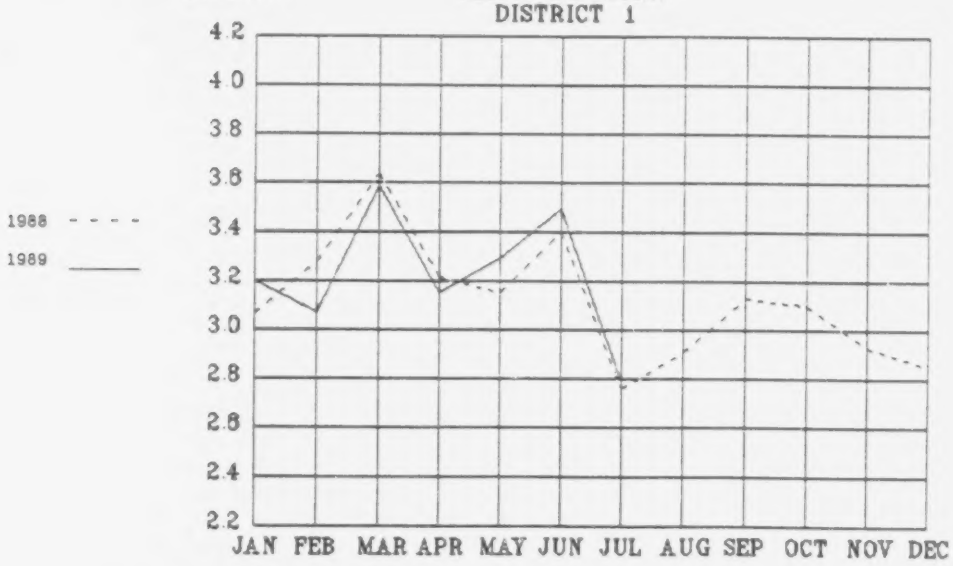


1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.8	0.2	3.6	7.5	2.6	1.5					
% Change	Cumulative	15.7	8.9	5.7	5.2	5.7	5.1	4.7					

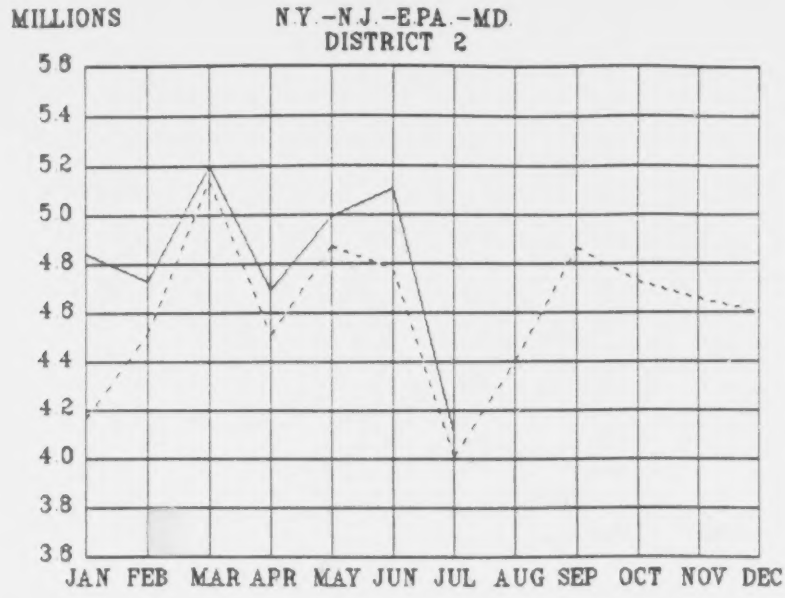
MILLIONS MASS.-R.I.-CONN. DISTRICT 1



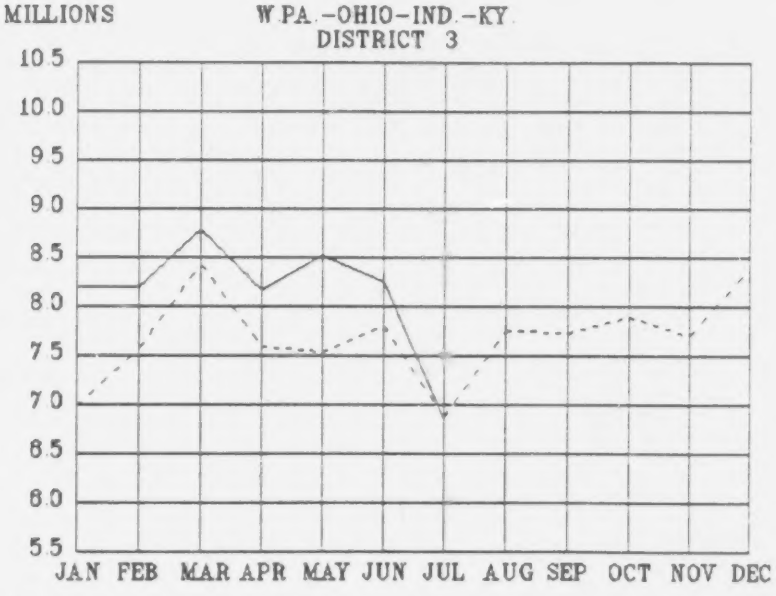
1988 - - - -

1989 ———

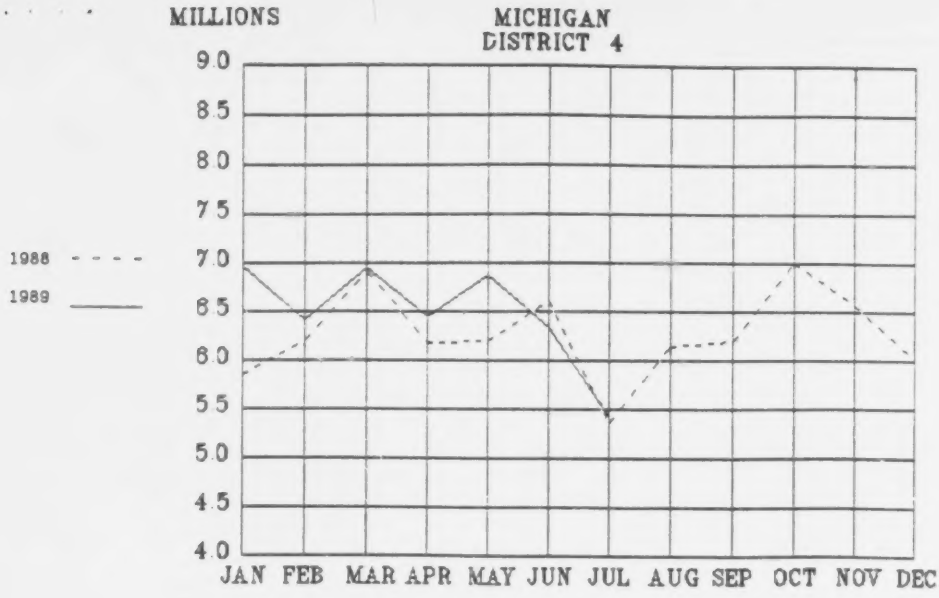
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6	2.8	1.0					
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.3	0.4					



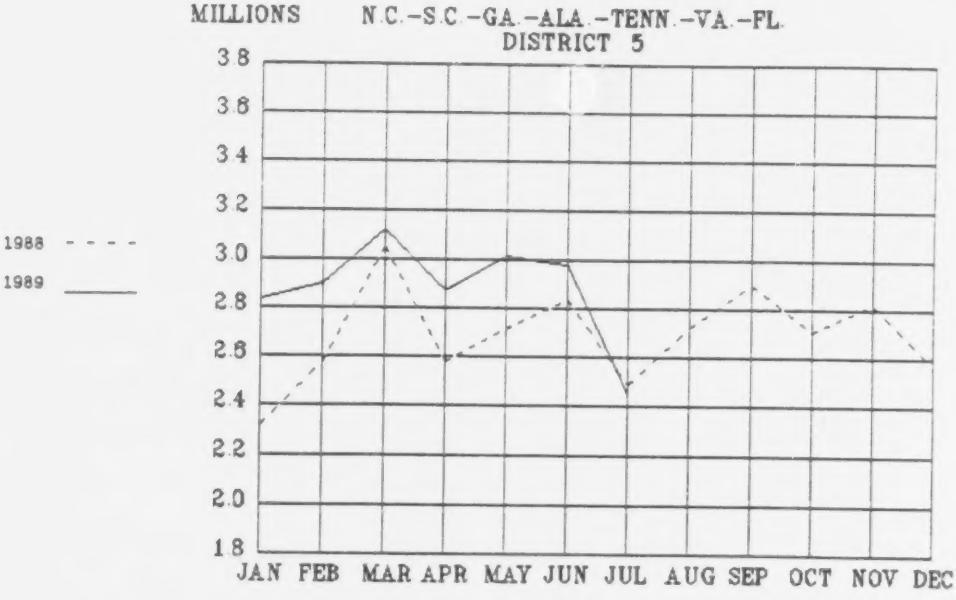
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5					
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3					



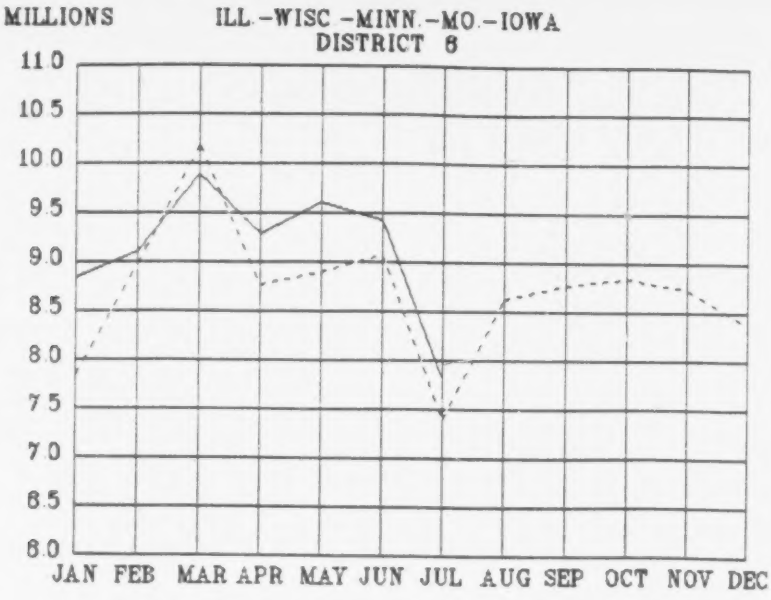
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	8.3	4.1	7.5	13.2	5.8	-0.3					
% Change	Cumulative	17.5	12.7	9.6	9.0	9.9	9.2	7.9					



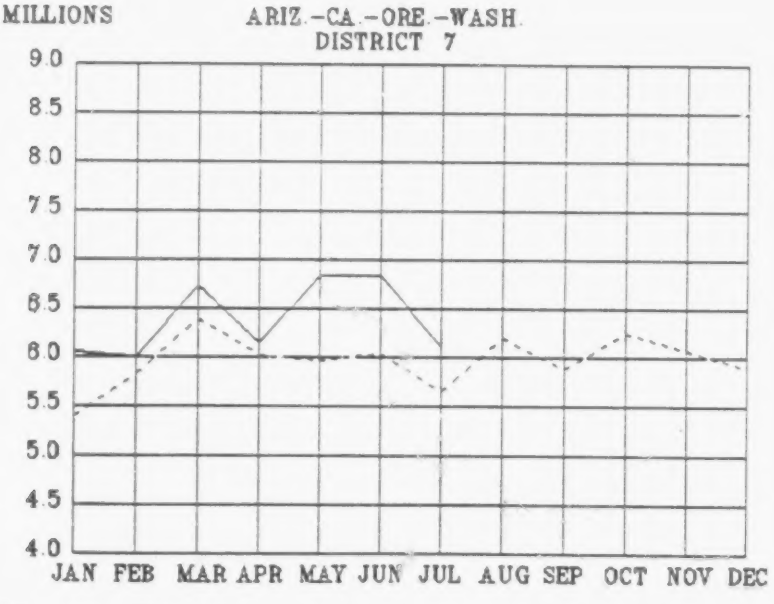
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2					
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8					



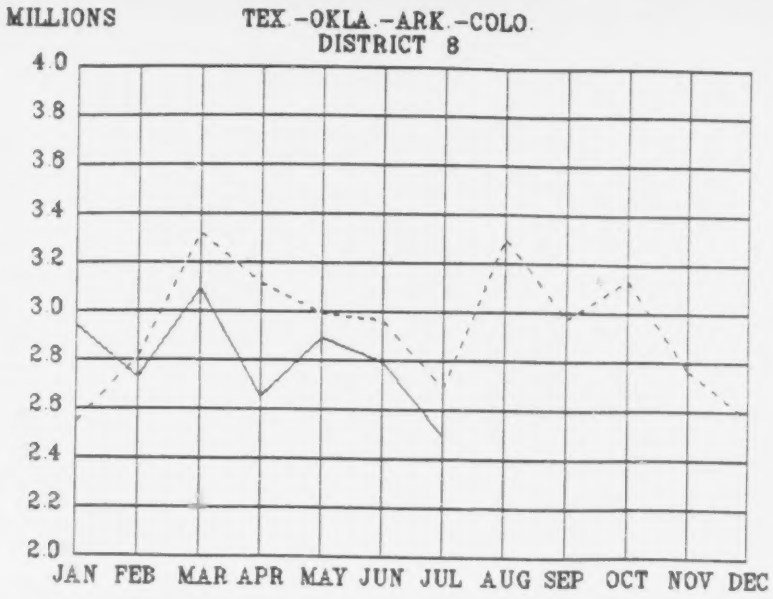
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.7	12.8	2.3	11.4	11.1	5.0	-1.5					
% Change	Cumulative	22.7	17.5	11.6	11.6	11.5	10.3	8.8					



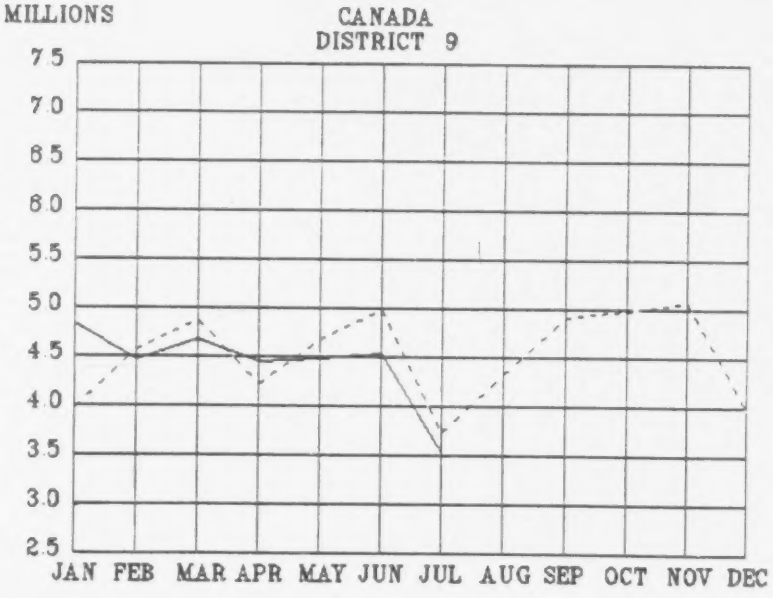
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5					
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.0	3.1	5.4	2.0	14.7	13.4	8.3					
% Change	Cumulative	12.0	7.4	6.7	5.5	7.3	8.4	8.4					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2					
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6					
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1					

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MASTER CRAFTSMEN
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news release

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AUGUST 1989 BILLINGS FOR METAL TREATING INDUSTRY EXCEED AUGUST 1988 TOTAL BY 1.4%

August 1989 sales equaled $47.2 million, up from $46.5 million in August, 1988.

For the current year to date, billings amounted to $385.7 million, up 4.2% from 1988's total of $46.5 million.

Seven out of nine MTI districts improved over their August 1988 performance and the same seven districts improved over their 1988 year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Aug 89 vs. Aug 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	1.1	0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.3	4.9
3	South Central (W.PA-OH-IN-KY)	2.0	6.9
4	Michigan	3.0	4.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.2	7.4
6	North Central (IL-WI-MN-MO-IA)	5.1	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	9.9	8.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-10.1	- 5.0
9	Canada	-13.1	- 1.7

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1989

BILLINGS FOR MONTH

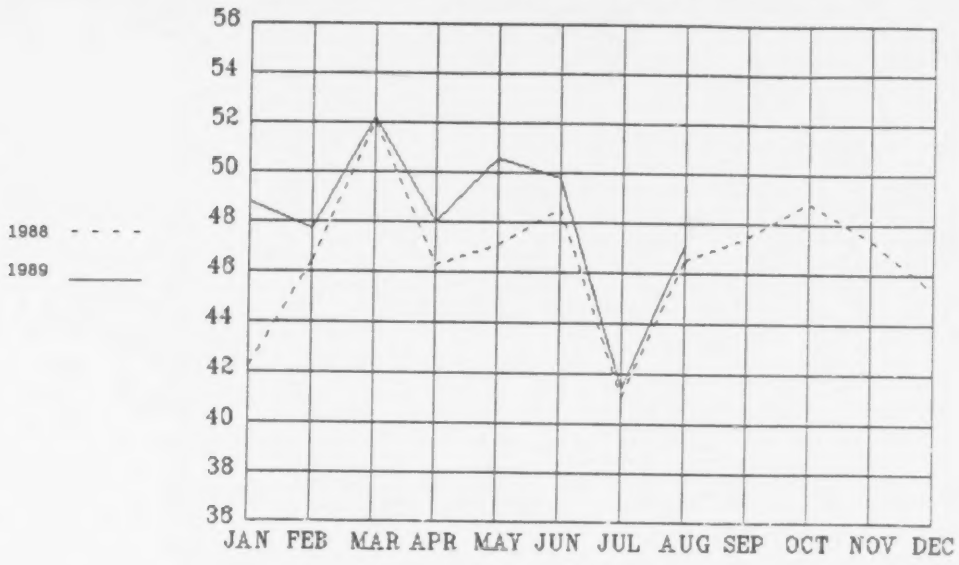
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48496.4	47162.5	1.4	100.0	100.0
Dist. 1	16	2904.4	2935.8	1.1	6.2	6.2
Dist. 2	26	4400.5	4500.1	2.3	9.5	9.5
Dist. 3	38	7756.5	7909.4	2.0	16.7	16.8
Dist. 4	24	6151.8	6334.5	3.0	13.2	13.4
Dist. 5	18	2721.0	2752.9	1.2	5.9	5.8
Dist. 6	33	8618.3	9053.8	5.1	18.5	19.2
Dist. 7	27	6330.1	6959.2	9.9	13.6	14.8
Dist. 8	18	3299.5	2967.3	-10.1	7.1	6.3
Dist. 9	14	4314.5	3749.4	-13.1	9.3	7.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	370101.1	385723.2	4.2	100.0	100.0
Dist. 1	25402.3	25415.7	0.1	6.9	6.6
Dist. 2	36381.8	38174.3	4.9	9.8	9.9
Dist. 3	60536.0	64740.5	6.9	16.4	16.8
Dist. 4	49472.3	51738.7	4.6	13.4	13.4
Dist. 5	21261.5	22833.4	7.4	5.7	5.9
Dist. 6	69746.3	73037.7	4.7	18.8	18.9
Dist. 7	48236.4	52501.6	8.8	13.0	13.6
Dist. 8	23735.0	22557.3	- 5.0	6.4	5.8
Dist. 9	35329.3	34723.9	- 1.7	9.5	9.0

MILLIONS

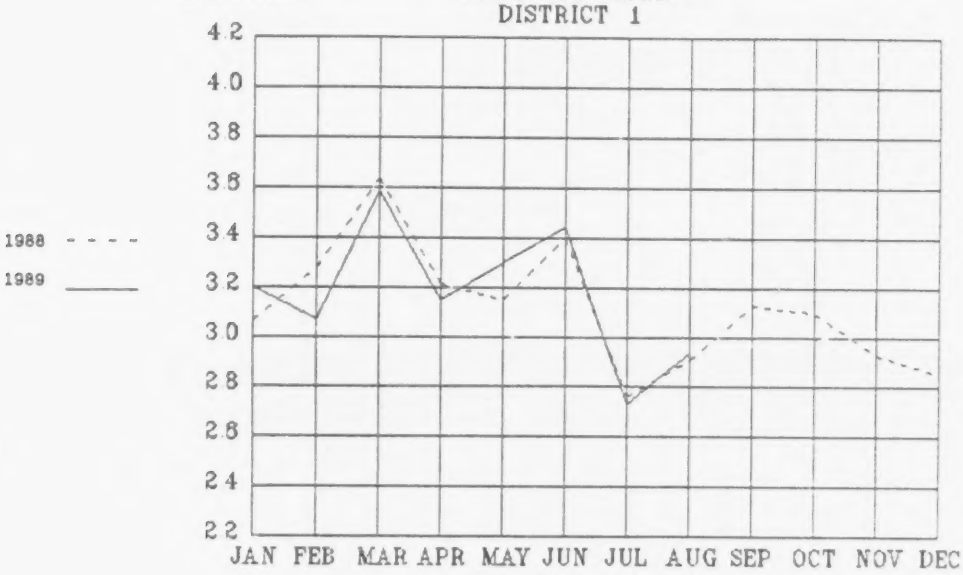
NATIONAL BILLINGS



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.8	0.3	3.7	7.5	2.6	1.0	1.4				
% Change	Cumulative	15.7	8.9	5.7	5.2	5.7	5.1	4.6	4.2				

MILLIONS

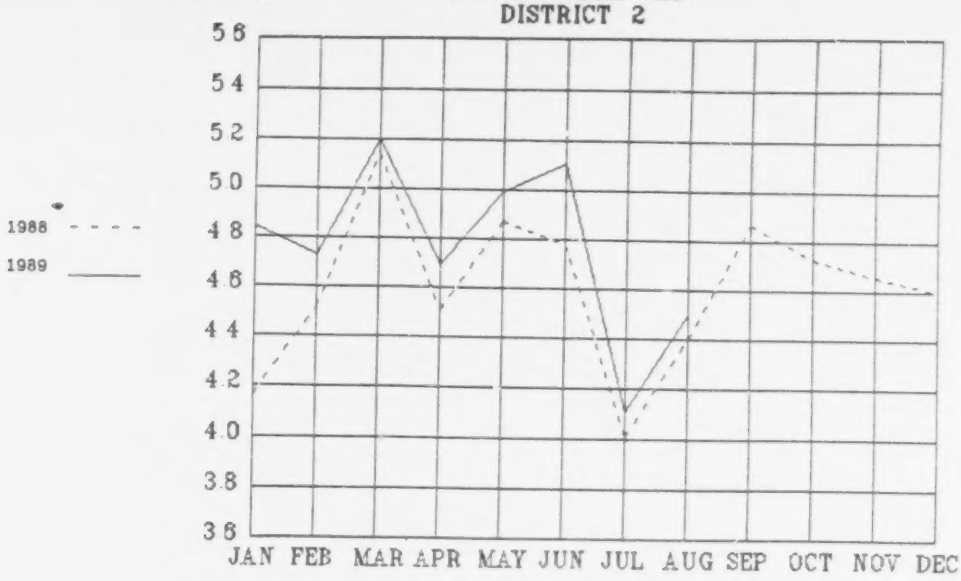
MASS.-R.I.-CONN. DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1				
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1				

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



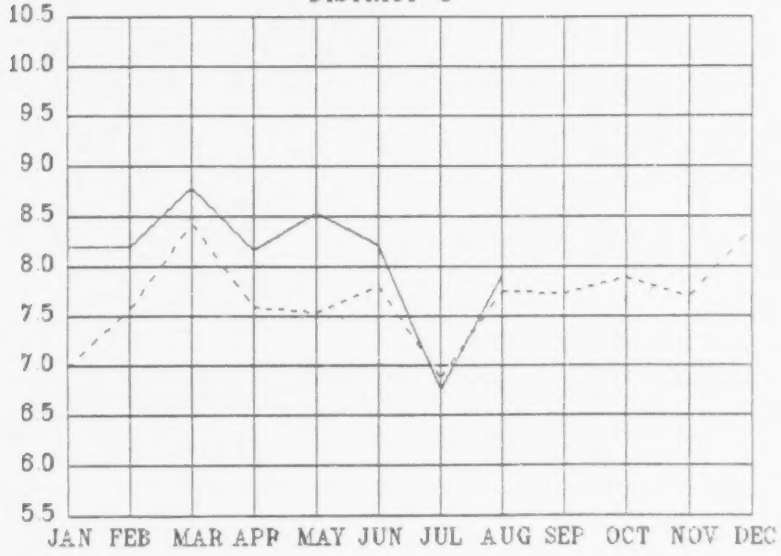
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	5.9	2.5	2.3				
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9				

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



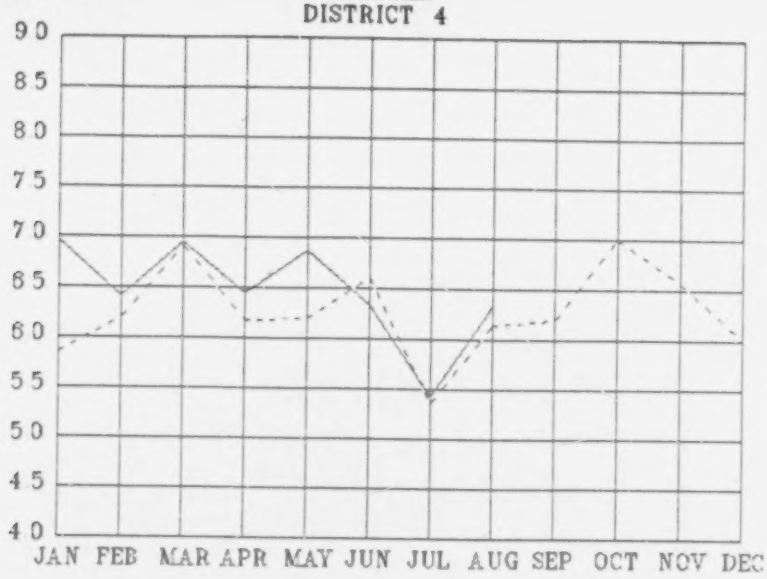
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	8.3	4.1	7.5	13.3	5.3	-1.8	2.0				
% Change	Cumulative	17.5	12.7	9.6	9.0	9.9	9.1	7.7	6.9				

MILLIONS

MICHIGAN
DISTRICT 4



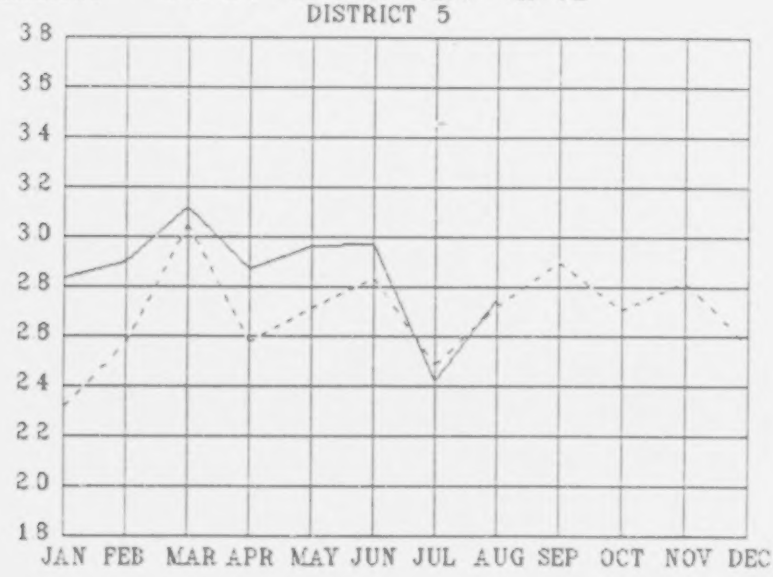
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0				
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6				

MILLIONS N C -S C -GA -ALA -TENN -VA -FL

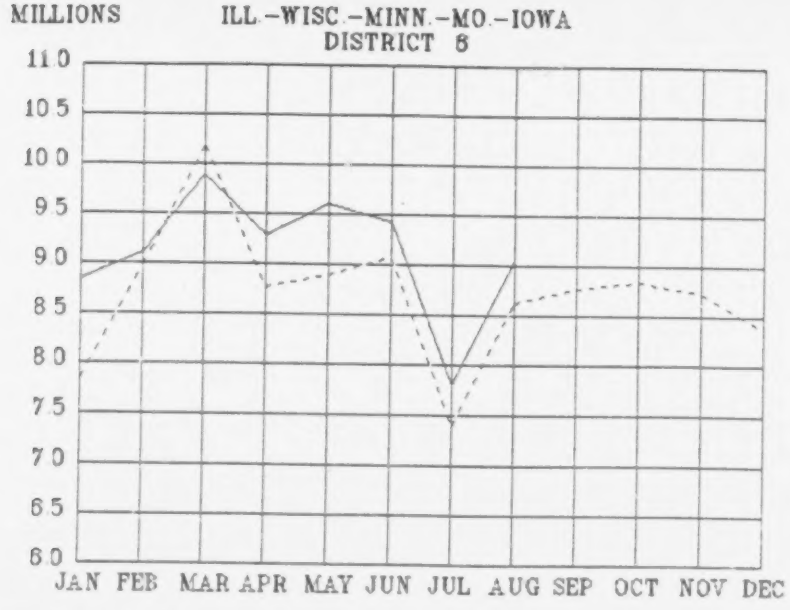
DISTRICT 5



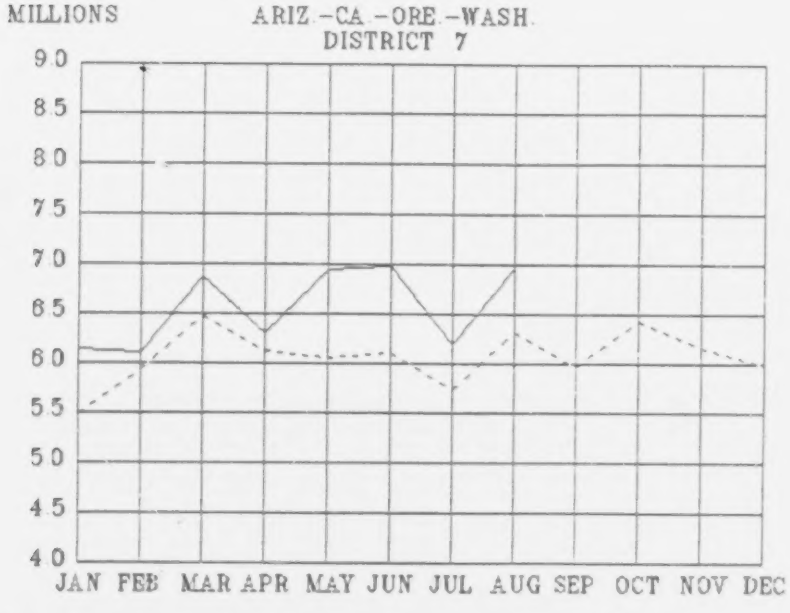
1988 - - - -

1989 ———

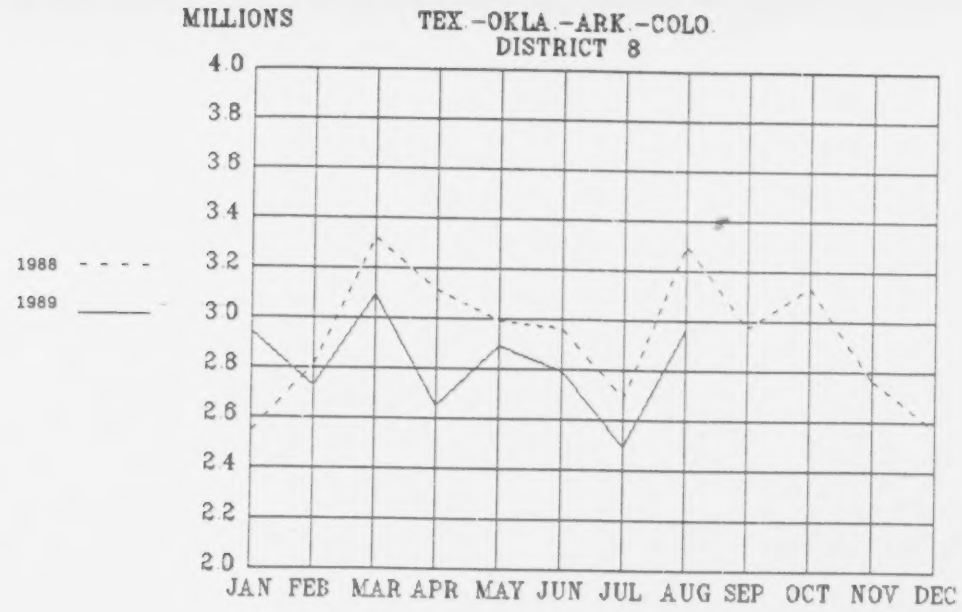
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2				
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4				



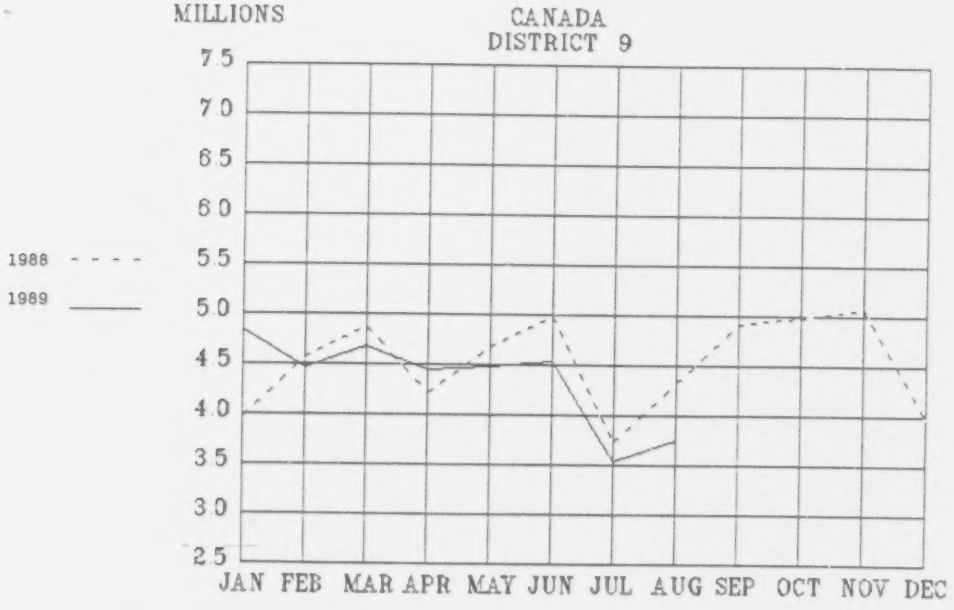
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1				
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9				
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1				
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6	-13.1				
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1	-1.7				

16376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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Telephone: (904) 249-0448
Fax: (904) 249-0459

SEPTEMBER 1989 FINDS COMMERCIAL HEAT TREATERS' SALES OFF 1.5% FROM SEPTEMBER 1988

September 1989 billings for the Metal Treating Industry reached $46.7 million compared to $47.4 million for September 1988.

For the first three quarters of 1989 the industry has recorded $432.5 million in sales. This is 3.6% more than the same period in 1988 when sales totaled $417.5 million.

Only four out of nine MTI districts outdid September 1988. At the end of the third quarter six districts are ahead of 1988.

A summary of percentage change by geographic regions follows:

	District	Sep 89 vs. Sep 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 0.9	0.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 8.2	3.4
3	South Central (W.PA-OH-IN-KY)	3.2	6.5
4	Michigan	0.4	4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.4	5.5
6	North Central (IL-WI-MN-MO-IA)	5.3	4.8
7	Pacific Coast (CA-AZ-ORE-WASH)	6.8	8.6
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.7	- 5.3
9	Canada	-19.1	- 3.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1989

BILLINGS FOR MONTH

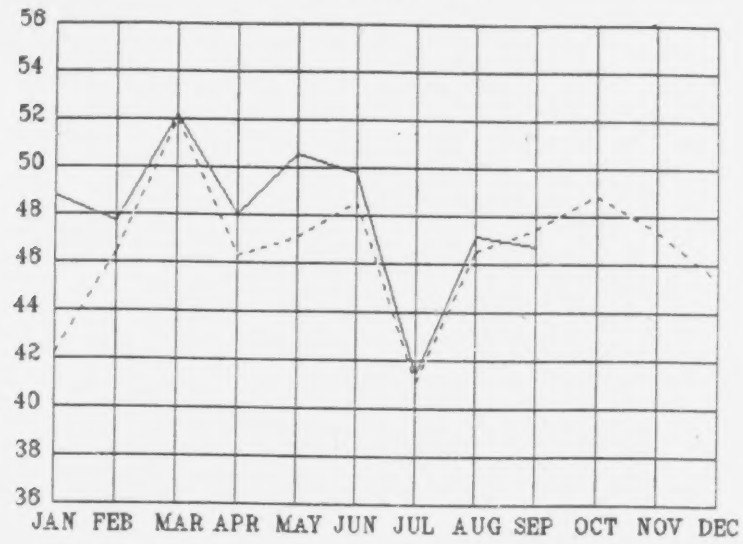
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	47432.9	46738.5	- 1.5	100.0	100.0
Dist. 1	16	3123.4	3098.0	- 0.9	6.6	6.6
Dist. 2	26	4866.9	4465.8	- 8.2	10.3	9.6
Dist. 3	38	7723.3	7967.9	3.2	16.3	17.0
Dist. 4	24	6196.1	6221.1	0.4	13.1	13.3
Dist. 5	18	2902.6	2660.1	- 8.4	6.1	5.7
Dist. 6	33	8769.2	9238.2	5.3	18.5	19.8
Dist. 7	27	5971.1	6376.8	6.8	12.6	13.6
Dist. 8	18	2968.7	2739.7	- 7.7	6.3	5.9
Dist. 9	14	4909.5	3970.9	-19.1	10.4	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	417533.7	432470.1	3.6	100.0	100.0
Dist. 1	28527.7	28513.8	0.0	6.8	6.6
Dist. 2	41248.6	42648.2	3.4	9.9	9.9
Dist. 3	68259.2	72708.4	6.5	16.3	16.8
Dist. 4	55668.4	57959.8	4.1	13.3	13.4
Dist. 5	24164.2	25493.5	5.5	5.8	5.9
Dist. 6	78515.4	82275.9	4.8	18.8	19.0
Dist. 7	54207.5	58878.4	8.6	13.0	13.6
Dist. 8	26703.7	25297.0	- 5.3	6.4	5.8
Dist. 9	40238.8	38694.8	- 3.8	9.6	8.9

MILLIONS

NATIONAL BILLINGS



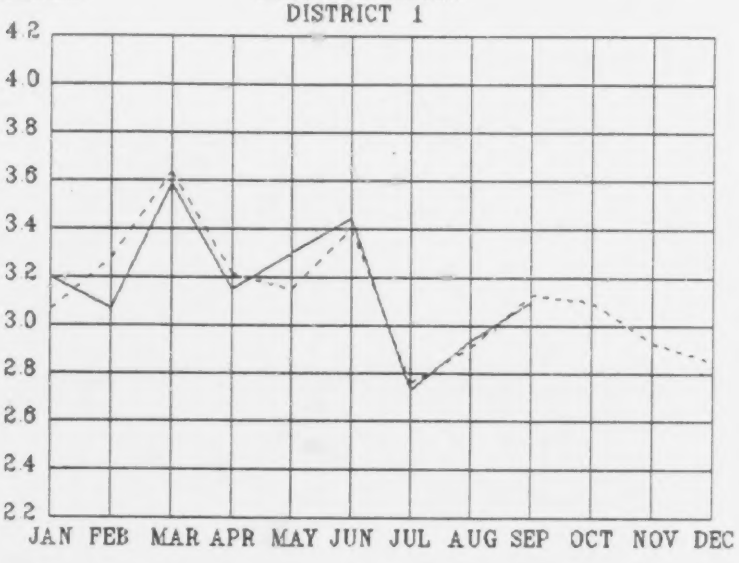
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.8	0.3	3.7	7.5	2.6	1.0	1.5	-1.5			
% Change	Cumulative	15.7	8.9	5.7	5.2	5.7	5.1	4.6	4.2	3.6			

MILLIONS

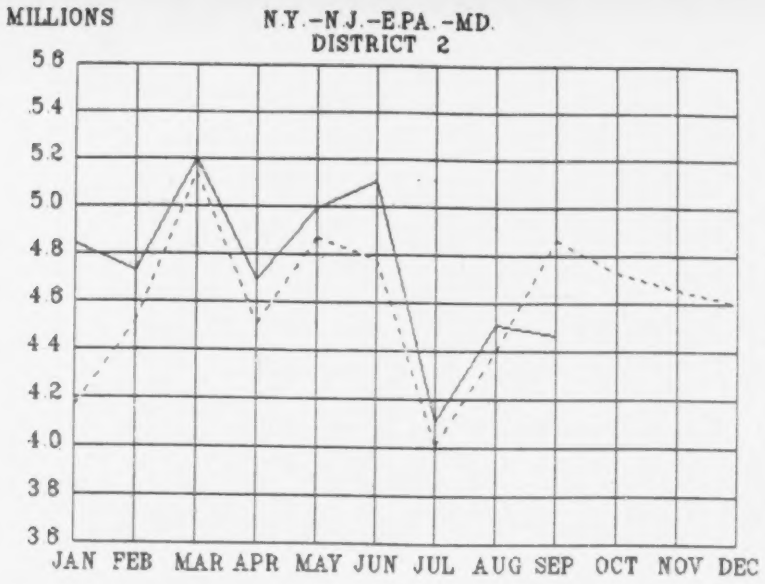
MASS.-R.I.-CONN. DISTRICT 1



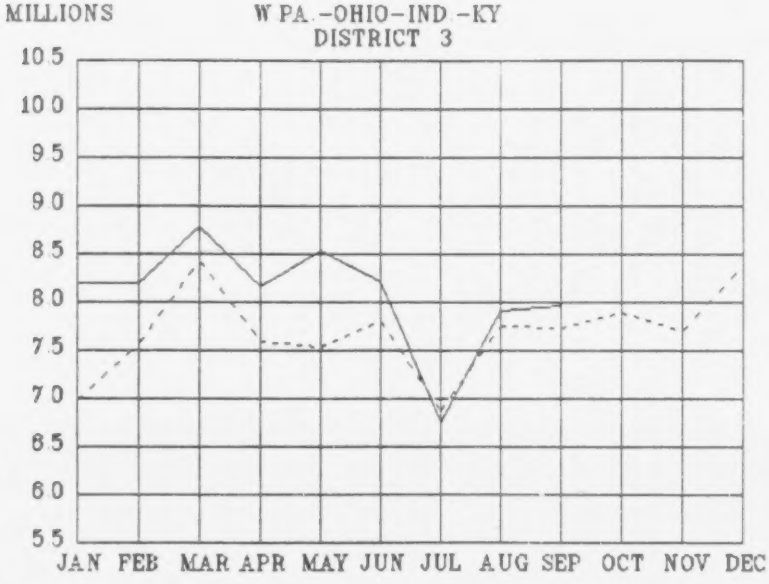
1988 - - - -

1989 ———

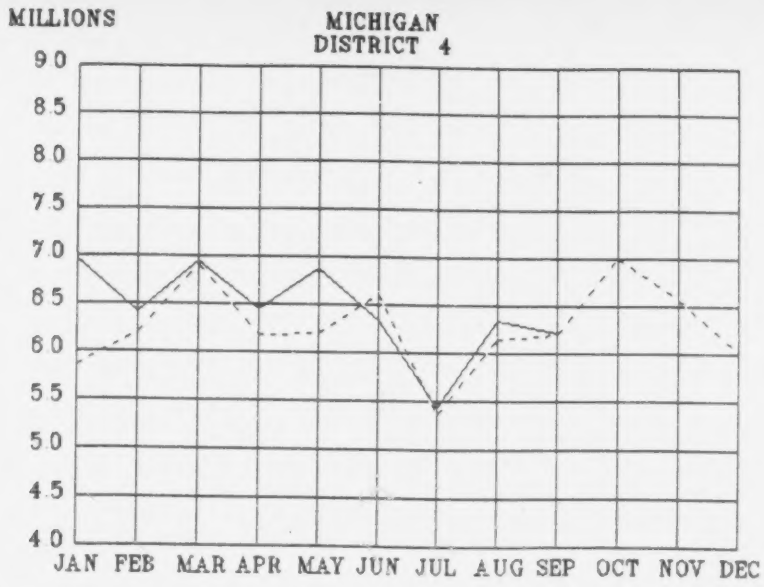
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9			
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0			



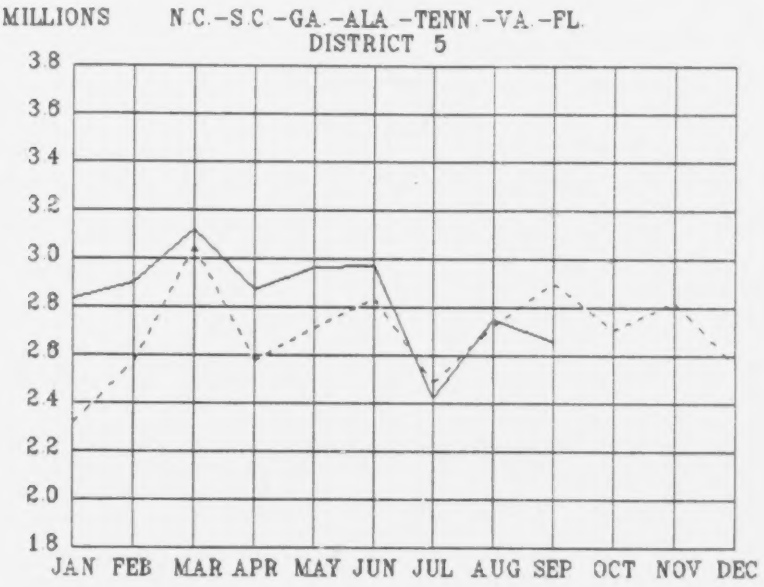
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-8.2			
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.4			



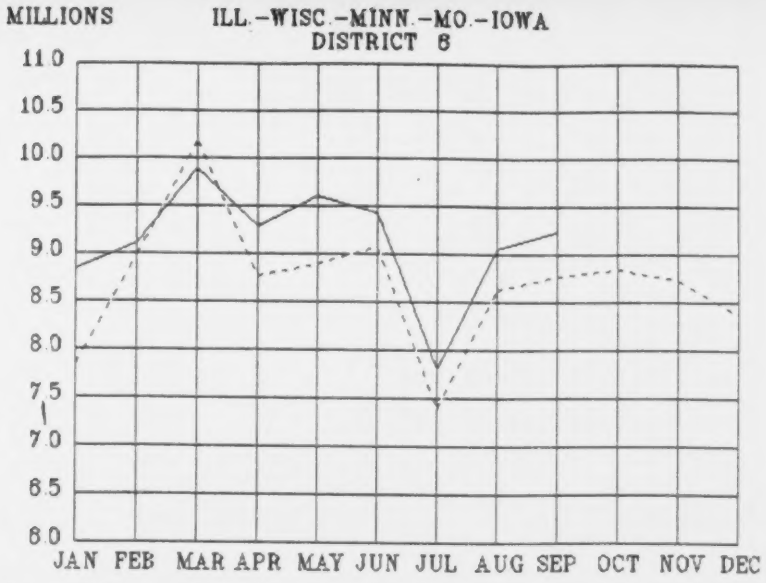
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	8.3	4.1	7.5	13.3	5.3	-1.8	2.0	3.2			
% Change	Cumulative	17.5	12.7	9.8	9.0	9.9	9.1	7.7	6.9	6.5			



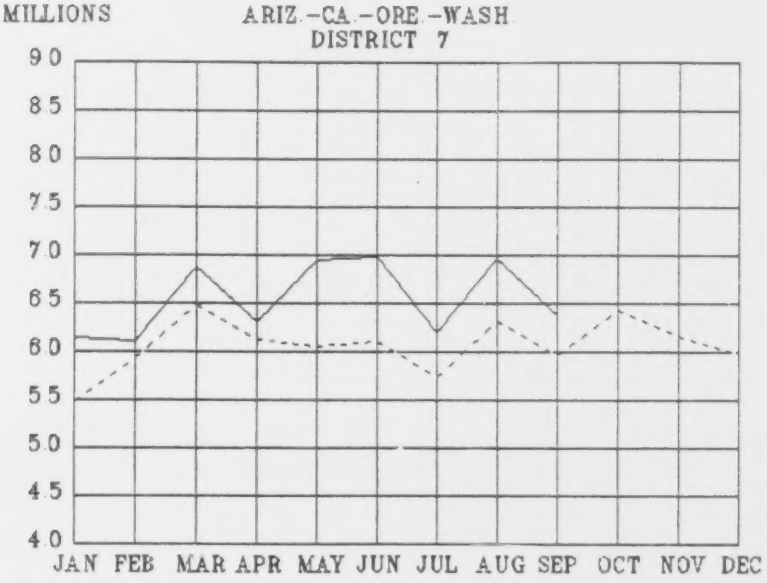
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4			
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4			
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5			



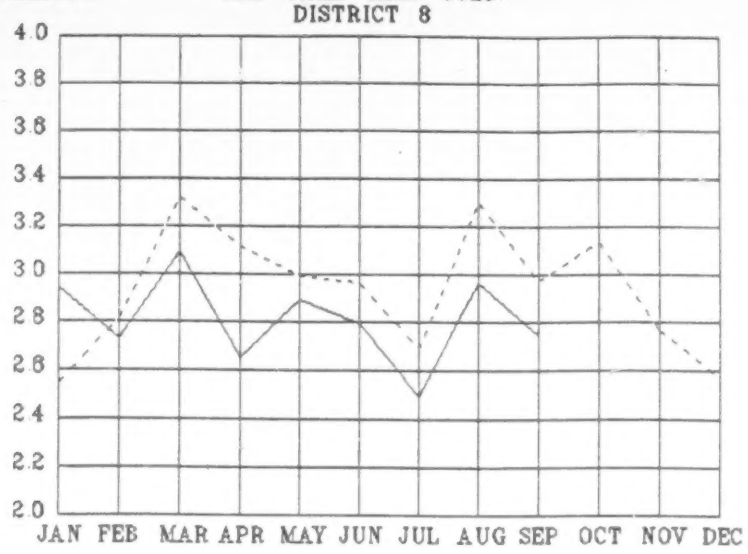
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.3			
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	6.8			
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	8.6			

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



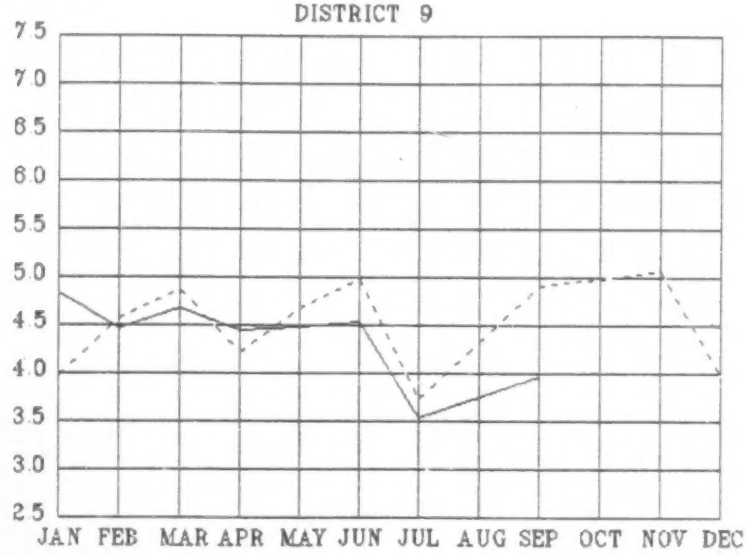
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7			
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3			

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6	-13.1	-19.1			
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1	-1.7	- 3.8			